

Basement
Stacks

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 91

JULY 7, 1934

Number 1

Increased Profit - AT NO EXTRA COST

NUSOY

Heartily endorsed by packers and sausage makers everywhere. Superior in results and performance; utterly different from anything you have tried before. It is produced **primarily** for human use in a modern, sanitary \$500,000 plant. Dun and Bradstreet will testify to our stability and ability to back our claims.

NUSOY gives increased profits because of increased yields—yields made possible by great absorbing power, unexcelled binding qualities and reduced shrink. NUSOY assures superior quality in meat loaves, gives equally fine results in all sausage varieties.

Simply add NUSOY to your regular formula. No change in methods or operation is required! NUSOY increases yields, reduces shrink, improves flavor and keeping qualities, retains meat juices and moisture ordinarily lost. It pays its slight cost many, many times through the great increases it assures.

NUSOY provides exceptional returns, gives improved results in every instance. Performance is **guaranteed** — NUSOY **must make good or we will!** Try NUSOY for profits!

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guaranteed!

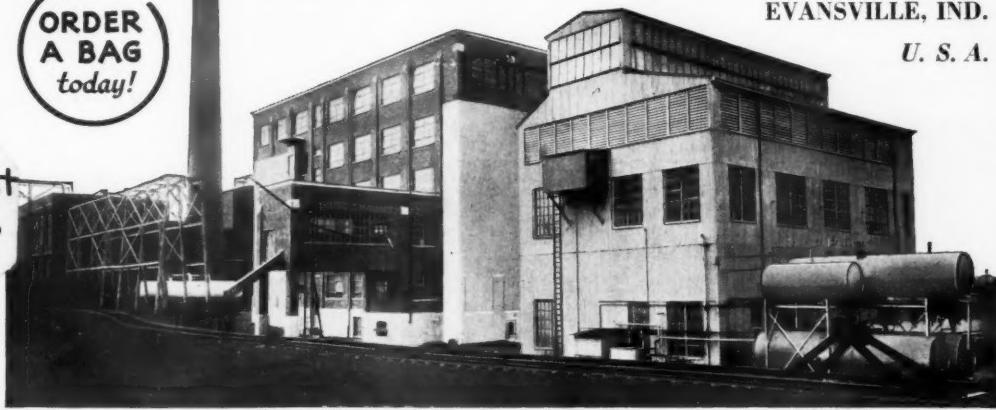
NUSOY
must make good
or we will!

ORDER
A BAG
today!

AMERICAN SOYA PRODUCTS CORP.

EVANSVILLE, IND.

U. S. A.



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NORMALMS
LIVSMEDELSAKTIEBOLAG
Stockholm, Sweden

Install the Latest Improved

"BUFFALO"

Self Emptying

SILENT
CUTTER



Made in three sizes: 200 lbs.,
350 lbs., 600 lbs. capacity.

THIS progressive Swedish firm joins the growing list of successful sausage manufacturers who have convinced themselves that this modern machine is a proven aid in turning out a better product at a lower production cost. It will pay you to investigate the profit-possibilities of this sensational self-emptying cutter in your business.

Cuts fine and mixes a batch of meat in 5½ to 9 minutes. Empties it completely in less than 20 seconds without use of the hands or any complicated movable parts in the bowl. Heavy, strong, yet simple, and mechanically perfect in operation.

JOHN E. SMITH'S SONS CO.
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The National Provisioner

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Volume 91

July 7, 1934

Number 1



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"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tal-
lows and greases, sausage ma-
terials, hides, cottonseed oil,
Chicago hog markets, etc.

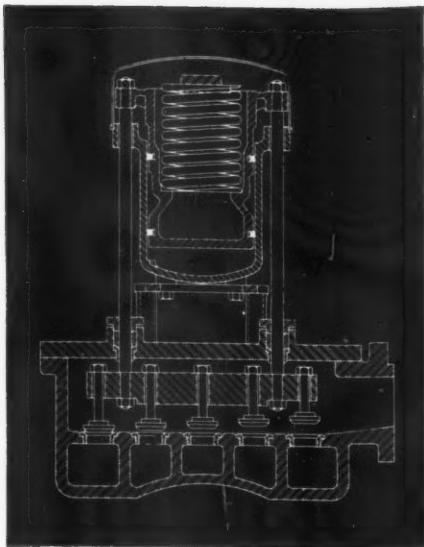
For information on rates and
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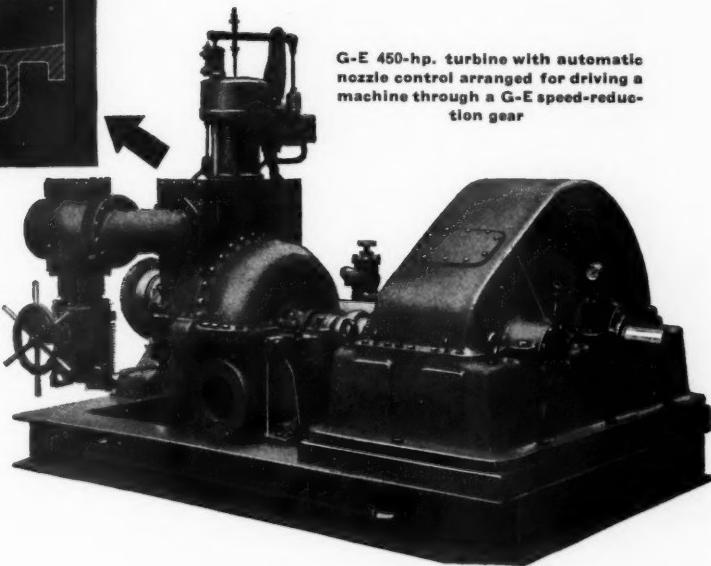
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HOW the automatic nozzle control on G-E turbines SAVES STEAM



G-E 450-hp. turbine with automatic nozzle control arranged for driving a machine through a G-E speed-reduction gear

It automatically compensates for changes in load and eliminates the throttling of steam

If you plan to install a steam turbine for driving a pump, fan, compressor, generator, or similar apparatus

... and you know that the operating conditions are not constant (variations in load, back pressure, etc.)

... then be sure the turbine is equipped with a governing device which will give it ample opportunity to operate at its most efficient point.

Such a governor is used on large G-E turbine-generators. A similar one can be furnished on small G-E turbines at a cost that will soon be paid for by savings in steam.

How It Saves Steam

The steam supplied to the nozzle ports is controlled by five valves (see diagram). At full load these

valves are wide open. As the load falls off, the valves close, one after another. Steam is thus supplied at full pressure—not throttled—to the active nozzle ports, and the turbine runs at maximum efficiency.

A G-E turbine specialist, whom

you can reach through the nearest G-E sales office, will gladly give you complete information about this control. He will also be able to help you in selecting turbines that are most suitable for your particular requirements.

GENERAL ELECTRIC

720-223

General Electric Company
Department 6A-201
Schenectady, N. Y.

Please send me information on

- Mechanical-drive turbines, GEA-1145B
 Turbine-generators, GEA-1011C

Name.....

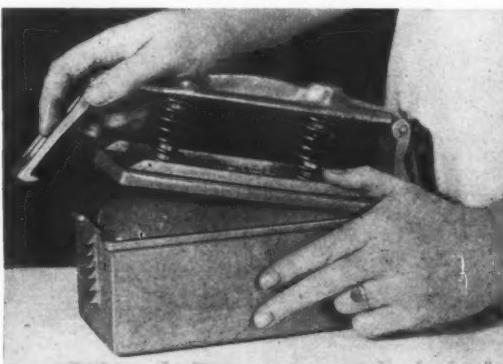
Street.....

City..... State.....

The A-B-C of Building Profits



A Place the stuffed Visking Casing into the ADELmann Luxury Loaf Container.



B Set and fasten the cover in place—then cook the loaf. Simple!



C The completed perfect product—distinctive, attractive in appearance. Easy to produce.

Sales Appeal in Luncheon Loaves

Give your luncheon loaves a distinctive, tailored appearance and increase sausage sales! Square luncheon loaves in Viskings offer remarkable stimulation to sales—are easy and economical to produce—increase profits!

A single, simple operation—processing in the ADELmann Luxury Loaf Container—gives your Visking-cased loaves a distinguished new appearance that multiplies sales. The ADELmann Luxury Loaf Container provides practicability, appearance, and low cost. The Visking Casing affords visibility, identification, and protection. Used in combination, they produce luncheon loaves that *cannot* be confused with ordinary competitive products. Pistachio nuts, pickles, pimentos and peppers are visible through the casing and add to the attractiveness of the product.

The ADELmann Luxury Loaf Container has been a favorite in the industry for many years for the production of fine meat loaves. With Viskings, it can also be used for producing Blood and Tongue Sausage, Head Cheese, Sulze, Luncheon Loaf, Pressed Corned Beef, Cooked Loins and Jellied Tongue. Equipped with ADELmann Yielding Springs and Self-sealing Cover. Perfect shape and unsurpassed flavor are guaranteed.

Write for complete details today!

Made by the makers of ADELmann Ham Boilers—"The Kind Your Ham Makers Prefer."



**The ADELmann
Luxury Loaf Container**

HAM BOILER CORPORATION



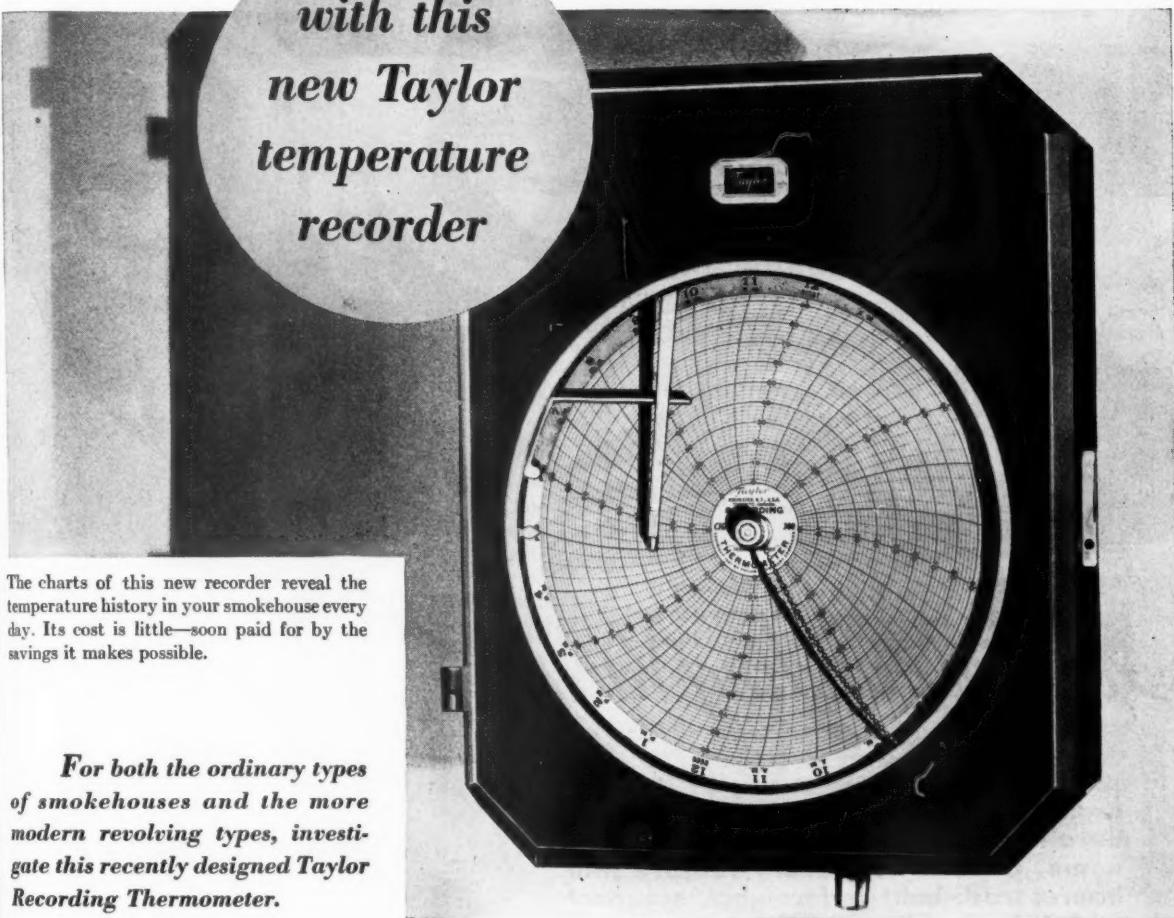
Office and Factory—Port Chester, New York

Chicago Office: 332 S. Michigan Ave.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and
New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities
Canadian Representative: C. A. Pemberton & Co. Ltd., 189 Church St., Toronto

GUARD AGAINST EXCESSIVE AND COSTLY SHRINK

*with this
new Taylor
temperature
recorder*



The charts of this new recorder reveal the temperature history in your smokehouse every day. Its cost is little—soon paid for by the savings it makes possible.

**For both the ordinary types
of smokehouses and the more
modern revolving types, investi-
gate this recently designed Taylor
Recording Thermometer.**

A PACKER recently found a difference of over 40° between the hottest and coldest locations in one part of his smokehouse.

A test in another smokehouse showed shrink on one floor varied 3%—on another 11%—on a third 2% and on a fourth floor 3%.

These variations cost money. And such variations are the reason for this new Taylor Instrument—a Temperature Recorder designed by Taylor engineers after thorough research into smokehouse use. This latest contribution to temperature control in packing plants brings a new degree of accuracy and efficiency to

the important work of keeping a close hour-by-hour watch over temperatures. And that results in things like these: less shrink, lower costs, improved color and more uniformly high quality of cuts.

This new Taylor Smokehouse Recorder contains several unusual features, chief among which are the special Ambrac Armor, and 18-8 Stainless Steel Bulb on tubing to resist corrosive action of the smoke. The mechanism is in a special moisture-, dust-, and fume-proof case. Inside the case, the instrument itself has important refinements that assure accurate, durable, economical service.

Ask a Taylor Representative to give

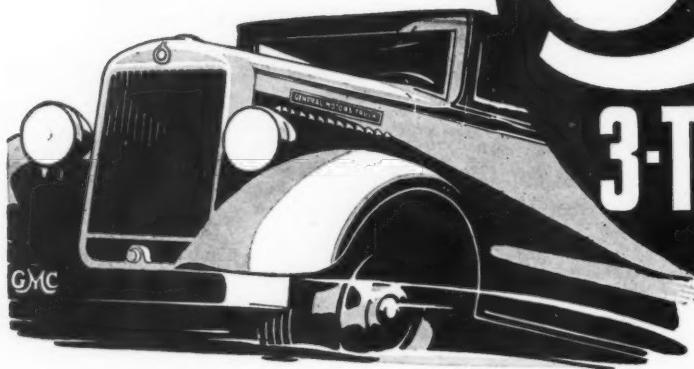
you more complete details about this new instrument and discuss *any* specific temperature control needs in your plant. There are other Taylor Instruments that fit perfectly into packing plant operations. Taylor Instrument Companies, Rochester, New York, or Toronto, Canada.

Taylor 
Indicating Recording • Controlling
TEMPERATURE, PRESSURE and
FLOW INSTRUMENTS

**TRUCK
NEWS!**

A NEW

GMC
3-TON TRUCK



An Outstanding Value

Any 3-ton truck priced at only \$925 would ordinarily be considered a real value. But here is a 3-ton truck bearing the GMC name, a truck with every feature that insures truck-built performance, economy and dependability—and priced at only \$925. Such a truck value is truly outstanding.

Listed at the right are a few of the many modern improvements found in this newest addition to the GMC line. They combine to produce not only a unit of unusual ability in its capacity range, but also a unit fully comparable with many so-called heavier duty trucks. Write for details today.

\$925

**CHASSIS F.O.B.
PONTIAC**

Gross Rating—12,500 Lbs.

Payload Capacity—2½-3½ Tons

Wheelbases—142"—166"—184"

GMC Valve-in-Head Engine
69 H.P. 155 Ft. Lbs. Torque

Frame 8" Deep

Centrifuse Brake Drums

Needle-Bearing Universal Joints

Maximum Tire Size
8.25 20 10-ply Duals

Full Floating Rear Axle

GENERAL MOTORS TRUCKS AND TRAILERS

GENERAL MOTORS TRUCK COMPANY

PONTIAC, MICHIGAN

Time Payments Available Through Our Own Y. M. A. C.

COOL



resists heat—resists wear

Wherever low hauling costs are desired Goodyear Truck Tires are preferred. That's why they are the choice of so many Packers, Meat Manufacturers and Meat Wholesalers.

That preference is not the result of chance. Goodyears are chosen because they perform better, wear longer, operate more economically.

With Goodyears you get special heat-resisting compound in both tread and body. That makes them cool running. That means longer wear, maximum protection against blow-outs—added Safety. You get patented pre-shrunk Supertwist Cord Construction for Strength, Endurance, and better load cushioning. You get that famous ground-gripping All-Weather tread for maximum Traction, more Power and greater safety on hills and turns.

All this means Economy.

It's no wonder that more tons are hauled on Goodyear Truck Tires than on any other kind. It's no wonder that they are

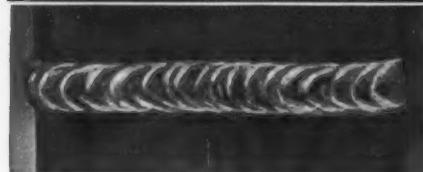
MONEY SAVERS



GOODYEAR
TRUCK TIRES — *Money savers*



A STAINLESS CLAD PLATE THAT *welds* EASILY



One of the real advantages of USS Plykrome is the ease with which it can be welded without any loss in corrosion-resistant qualities.

The technique for welding Plykrome has been carefully worked out and proved in use. It requires no unusual equipment, nor does it involve any unusual hazards.

Moreover, the use of a Titanium bearing stainless steel in the face veneer makes it unnecessary to heat treat Plykrome following welding or hot-forming operations.

Send today for a concise guide for the handling of Plykrome in the weldery and in other fabricating operations.



**Illinois Steel
Company**

208 S. LA SALLE STREET, CHICAGO, ILL.
SUBSIDIARY OF UNITED STATES
STEEL CORPORATION

USS CHROMIUM-NICKEL ALLOY STEELS ARE PRODUCED UNDER LICENSES OF THE CHEMICAL FOUNDATION, INC., NEW YORK, AND FRIED. KRUPP A.G. OF GERMANY

EXTRA *

PLINY JONES INDICTED

REVEALS SECRETS OF THE TRADE

"I Did It For The Industry"

Avers The Accused

A sensation was sprung in packing house circles when Aloysius Rhinelander, recently in the limelight in connection with the basis of his cost-cutting Wrapping Plan, was indicted for revealing the local bastele, Jones displayed no remorse; on the contrary, eye-witnesses at the grilling stated Jones' demeanor to be that of a conquering hero.

The far-reaching importance to the packing industry of Jones' revelation, calls for calm consideration of all the pros and cons in

this tense situation. It is rumored that the issue resolves itself, in the final analysis, into a specific answer to the following question: Should the substantial savings that are made possible through using Rhinelander Greaseproof Parchment benefit the entire packing industry, or should the savings be confined to a choice few? Tersely put, such is the question.

Jones Makes Statement

Jones takes the stand that discoveries of this nature belong to the entire industry. Smilingly, he stated, "Although not an applicant to the brain trust, I feel that my discovery is rightfully the property of cost-cutting with packing house papers. If rightfully the property of the entire purchasing fraternity. If other packers propose separate their products that need greaseproof protection from those only containing moisture, and greaseproof Parchment, they will then wrap the former in Rhinelander Greaseproof Parchment, they will enjoy the same savings that brought about all this hullabaloo."

In all justice, we believe Jones has the right on his side, and prophesy a quick and happy ending to this unfortunate occurrence.—The Editor.

News Flash!

As we go to press, news comes that our prophecy was well founded. The Jones indictment has been quashed with profuse apologies. Brother Jones can now take his well-merited place in the Hall of Fame in alongwith other immortal benefactors of the packing industry.



Rhinelander
Greaseproof
Parchment

RHINELANDER PAPER COMPANY
RHINELANDER, WISCONSIN

LOW
LIQUOR
Simplest Meth
Consumpt

Chicago, Ill
both federal
imported w
ommended w
the Natio
in Chica
23 stat
former
will r
in A
Illis
ele



ATTRACTING ATTENTION EVERYWHERE

The new Armour Moulded Dried Beef Inside is a real improvement over all old products of its kind.

Uniform in shape and size it can be sliced down to the very butt end, making it truly economical.

And you'll marvel at its color, too. A new processing method gives to the Armour Moulded Dried Beef Insides a bright uniform color from top to bottom. No dark areas in this dried beef.

Write for further information and quotations today.

Armour's STAR

MOULDED DRIED BEEF

ARMOUR AND COMPANY - CHICAGO, ILL.

Pres
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Billboards

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 91

July 7, 1934

Number 1

President Weil of the Weil Packing Co. Says:

Sausage Profits Can Be Increased With Good Products Well Merchandised

He knows from experience. His recent special efforts have boosted his total sausage volume over 20 per cent

A N ADVERTISING campaign to increase consumer demand for sausage was inaugurated recently by the Weil Packing Co., Evansville, Ind. Some notable results have been achieved, and an interesting sidelight bearing on the problem of building profitable sausage volume has been revealed.

"Among other things, our advertising campaign is winning us much retailer good will," says President Theodore Weil. "Dealers appreciate our efforts

This is the tenth of a series of discussions on "Sausage as an All - Year - Round Profit Maker."

to help them put retail prices where they can make a legitimate profit, and they are more receptive to our salesmen."

That the retailer is an important factor in bringing about better conditions in the sausage business is a fact that smart manufacturers of sausage have suspected for some time.

Better Profit in Quality

Whether or not the dealer must accept a share

FIND ANYTHING CHEAP?

WEIL'S WEPA CO. NO JUST QUALITY

WEIL'S SAUSAGE

EVANSVILLE BULLETIN SERVICE

CONSUMERS NOT PERMITTED TO FORGET THAT QUALITY COMES FIRST IN WEIL'S SAUSAGE.

Billboards similar to this one are placed on all highways leading into Evansville and at prominent locations in the city. How these boards were "tied up" with retailers is told here.

THE INSIDE STORY of FRANKFURTS By WEPACO

Frankfurts can be sold cheap if they are made cheap. No maker can afford to put in more value than he charges.

Weil's Wepaco Frankfurts are made of choice beef and pork, carefully selected and blended with the finest imported spices. Yes, they cost a few cents more than cheap Frankfurts but taste the difference.



FRIDAY and
SATURDAY
ONLY ...

00c
Lb.

LOOK FOR THE POSTER IN DEALER'S WINDOW

**DEMAND WEIL'S WEPACO
SAVORY HAMS and BACON**

STRAIGHT TALK ABOUT FRANKS.

of the responsibility for the unsatisfactory and unprofitable sausage situation that has existed during the past two years, the fact remains that he appears to be "sensing" the remedy more rapidly than do the manufacturers.

BETTER PROFITS are the incentive back of his attitude. He can make only a small profit on products made to sell at a price. His profit on quality sausage, on the other hand, may be as much as 25 to 35 per cent.

Had consumption of "price" sausage remained high it is possible the retailer would have been satisfied to continue to handle this grade. But sausage consumption slipped steadily from 1929 to 1933.

With small profit on dwindling volume his sausage business did not interest the dealer. He neglected it. When he saw a chance to make money on quality product, his interest revived. That is the explanation of recent indications of revival in the sausage trade.

The retailer wants more sausage profit. He has found he cannot get it

with cheap products, so he is turning to quality. And in his buying he is showing a decided tendency to favor those products for which consumer demand is being built. Advertised products, he is finding, give him a better profit and make his selling task easier.

Quality Backed by Advertising.

Commenting on this trend another sausage manufacturer says:

"It is becoming increasingly evident that from now on the sausage manufacturer must give more attention to the consumer without necessarily giving less to the retailer. Advertising of food manufacturers has educated the housewife to ask for foods by brand names. It is a habit she does not drop when she enters the meat market. The consumer is receptive to sausage advertising, particularly that built on quality, flavor and food value appeals."

If this consumer trend grows—and indications are that it will—those who have been busy building consumer demand, as has been advocated by THE NATIONAL PROVISIONER for many months, will be in the best position to take advantage of the situation.

How to successfully build up consumer demand for quality products is a problem the solution of which is dictated entirely by the particular conditions existing.

Sausage Campaign Plans.

How some packers are doing this has been told in the previous issues of THE NATIONAL PROVISIONER. (See Feb. 3 and June 9, 1934.) Here is an outline of the Weil advertising plan and some of the results it has accomplished:

Two advertising mediums are used—newspapers and billboards.

Billboards are placed on all highways leading into the city and at prominent locations in town. One of them is shown in an accompanying illustration. In all cases the boards feature the high quality of "Wepaco" products.

The newspaper campaign was planned for 52 weeks, one advertisement appearing weekly on Friday. "Copy" is built around a weekly sausage or ready-to-serve special on sale at a set price on Fridays and Saturdays.

The interesting feature of the Weil campaign—and probably the one largely responsible for its success—is the manner in which the campaign has been "tied up" with retailers.

Tie-up With Retailers.

This "tie-up" is made in three ways:

FIRST—At the outset of the campaign the cooperation of the morning paper in which the advertisements are appearing was secured to the extent that it prepared, printed and distributed

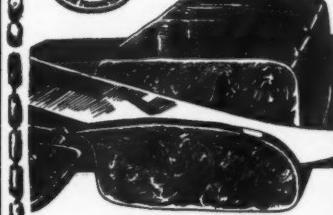
to every retail store in the city a full-page spread announcing the campaign and illustrating five of the ads.

"To your customers," an announcement on the spread said, "the Weil Packing Co. is directing a series of ad messages similar to those shown. This campaign will extend over a period of 52 weeks, one ad appearing each week on Friday. Every ad will not only feature Weil quality, for which they are famous, but will offer a timely special as well—thereby creating demand which you must satisfy. So be prepared, Mr. Dealer—stock these quality meat products!"

Announcement was made also on the spread that at an appropriate time during the campaign the newspaper would make a display of Weil sausage products in its large window on Main street.

"You, too, Mr. Dealer, in the interest of Weil products and yourself, can do your part by displaying in your store or in your windows Weil display material, informing customers you sell, and recommending these fine quality meat products."

You can't buy diamonds
at cut glass prices



and you can't buy good
PRESSED HAM LOAF
at a cheap price

You get what you pay for, in sausage and everything else. A cheap price can mean only one thing—cheap pressed ham. Good pressed ham, like Weil's Wepaco, is such wholesome appetizing food that it is worth the few cents difference.

Weil's Wepaco Pressed Ham Loaf is made of choice lean cuts of selected pork. It is thoroughly cooked and comes to you ready to serve. Remember your table is no place for doubtful foods. Play safe and ask for Weil's Wepaco Pressed Ham Loaf and taste the difference.

FRIDAY and
SATURDAY
ONLY
00c
Lb.

LOOK FOR THE POSTER IN DEALER'S WINDOW

**DEMAND WEIL'S WEPACO
SAVORY HAMS and BACON**

IT PAYS TO BUY THE BEST.

The National Provisioner

SECOND—The outdoor sign company sent a personally-signed letter to all retail stores announcing the series of painted bulletin boards giving complete coverage. The letter told that the signs were placed on all highways leading into the city and at prominent locations in town.

Signs and Display Material.

THIRD—Retail meat dealers were furnished with wall and window display material and given help in making attractive window displays.

With the "tie up" made, the next step was to secure the co-operation of the retailers. This was done by providing a financial incentive.

Salesmen were given the task of securing this co-operation. Their procedure was as follows:

Each retailer was given an outline of just what the company proposed to do in the way of advertising its sausage products, during which time the campaign in detail was explained.

Incentive for Dealers.

He was also shown in black and white just what he makes in the way of profits when he sells cheap sausage on a 2 or 3c margin, and what he could make selling "Wepaco" brands.

It was explained to him that the primary object of the campaign was to increase sausage prices and that it was to his financial advantage to co-operate. To this end the price of the weekly special was placed at a figure that will enable the retailer to make no less than 28 per cent on each special, and as high as 35 per cent on some.

For the week a particular sausage item is featured the retailer is given a concession of 1c lb. from the regular price as a special inducement, not only to secure distribution, but as actual evidence that the company is interested in the reailer whether he buys 5 lbs. or 50 lbs.

Climbing on the Band Wagon.

In some instances, where the man in charge of the meat department was not the proprietor, he sometimes preferred to follow the path of least resistance and to continue to sell cheap products. By contacting the employer and explaining the proposition to him—using care not to tread on the meatman's toes—the salesman was able to get some of these men to co-operate, at least to the extent of ordering the special product advertised each week.

This plan of securing dealer co-operation worked well. But, of course, some retailers were found who refused to stock the "special," despite all the selling arguments that could be used. After the campaign was under way,

sumer demand. Housewives insisted on having the particular products and would not accept substitute brands.

Selling Done on Schedule.

A definite plan also was worked out for individually selling the "special" each week.

The salesman starts out on Monday morning with a copy of the newspaper advertising to appear that week and a supply of window streamers announcing the particular special for that week. Orders are booked for week-end delivery or on any other day the dealers may want them, some preferring to start pushing the special right away, and thus get the advantage of additional sales.

The salesman explains to the dealer what profit he will make on the special. Arrangement is also made to have a "taste-it" display—small samples of the sausage conveniently arranged so that housewives may sample it, when requested. Window streamers announcing the Friday and Saturday special are put in the windows on Wednesday. All delivery trucks and sales cars also carry streamers announcing the special.

The campaign was in effect only a few weeks when results began to exceed all expectations. As has been the case with other well-planned and executed advertising campaigns—as reported in THE NATIONAL PROVISIONER survey—it demonstrates that consumer demand can be built up with the proper methods.

Results Exceed Expectations.

Results of the campaign to date are:

- 1—It has secured the good will and co-operation of dealers, who appreciate efforts being made to bring retail prices

(Continued on page 50.)

**DEMAND WEIL'S WEPACO
SAVORY HAMS and BACON**

YOU MUST KNOW YOUR HASH.

however, many who at first refused to get on the band wagon later climbed on board.

Investigation showed that their change of heart was dictated entirely by con-



"SAUSAGE WEEK" UTILIZES POPULAR SCREEN CHARACTERS.

Part of a crowd of children attracted by the display of three white pigs by the Carstens Packing Co., Tacoma, Wash., during its recent "Sausage Week." In this case the truck is parked in front of a motion picture theatre with which the campaign was tied up. A similar plan was followed in Seattle.

During the week the truck with its "three little pigs" was routed through the main streets of the city and parked at schools at recess times and at noon. Sausage sales jumped considerably as a result of the publicity.

Cleaning Cost in Meat Plants Reduced with New Methods

THREE major items of cost—labor, water and cleaning compounds—enter into the expense of cleaning meat plant buildings, equipment, tools, utensils, etc.

Labor is by far the greatest of these—totaling in one plant \$16,476.80 last year, compared with a water cost of \$1,597.60 and a cleaning compound cost of \$1,083.80.

Efforts at reducing meat plant cleaning costs, therefore, have largely centered about the labor angle. Other expenses, while important, offer possibilities for only comparatively small economies.

Cleaning costs undoubtedly could be reduced in many plants by better supervision and methods. There is noticeable a decided trend to centralize cleaning responsibility by placing one man in charge of all cleaning work, and (except in specific instances) by making cleaning and clean-up a night operation. This is particularly true where newer cleaning methods are in use.

Save Time and Expense.

Among advantages of such an arrangement are reduction of cleaning time and less interference with processing and manufacturing operations.

In its March 10, 1934, issue, THE NATIONAL PROVISIONER reviewed in detail cost of cleaning in a plant slaugh-

tering 3,000 hogs weekly. This totaled \$19,285.20 in 1933. By better methods and use of cleaning machines this cost was reduced \$3,636.60.

Savings such as these are reported by other plants in which such methods are in use.

In the plant referred to labor was reduced 260 man-hours weekly, total labor saving being \$5,408.00. Cost of water was reduced \$1,219.00, making total gross saving \$6,627.00. Cost of steam and power to operate the machines was estimated at \$2,990.40, leaving the net saving \$3,636.60.

Operating Economies

Savings in production may be measured in terms of profits on meat sold.

If the average net profit on meat sold is $\frac{1}{2}$ ¢ lb., then 200 lbs. of product sold would bring \$1.00 profit.

OFTEN IT'S EASIER TO MAKE A DOLLAR IN PROCESSING THAN TO SELL 200 LBS. OF MEAT.

Savings made in processing are under the packer's direct control. This cannot be said of sales. Market conditions may make sales profits impossible, despite good merchandising.

Processing savings continue day after day, as long as the plant is in operation.



TROLLEYS CLEANED ON RAIL.

An important advantage of modern methods is their ability to clean effectively in out-of-the-way and hard-to-reach locations. Even trolleys can be cleaned without removing them from the rail.

easily moved from place to place in the plant.

"The correct cleaning compound and the right amount of water are placed in the tank, the steam inlet hose attached to any convenient steam line, and the electric cord plugged into any light socket. Turning on the steam automatically starts the pump, the cleaning compound is thoroughly mixed, and a high-speed stream of correct proportions is played upon the equipment to be cleaned through a cleaning gun attached to the pump by a length of hose. Various sizes and shapes of nozzles are used on the gun, depending upon the character of the cleaning job.

Special Cleaning Crew.

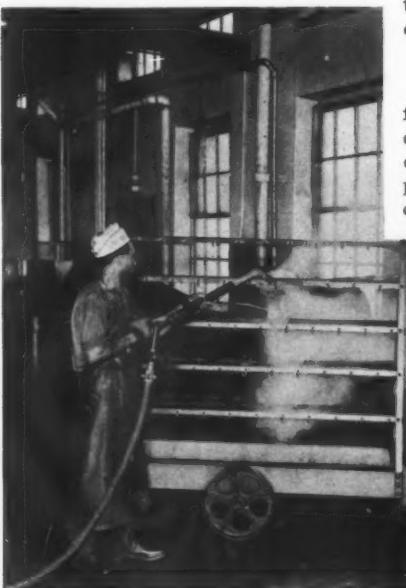
"Formerly our hand-cleaning operations were conducted by a portion of our regular crew, held over for that purpose after killing. With the new system we use a special cleaning crew of five men in charge of a foreman.

"We have two of the general purpose washers. One is in a cleaning room to which is brought all trolley equipment such as calf trolleys, beef trolleys, lamb trees, etc. These, as every packer knows, are difficult to clean and are subject to the most rigid inspection. We now clean them in bunches (see illustration), enough heat being imparted to them to dry them quickly. They are then rinsed and paraffined.

Washers for Two Purposes.

"Other portable equipment is readily brought to the cleaning room—wooden market boxes, metal racks, trays, trucks, etc. Wooden receptacles, due to the porosity of the material, have always presented special problems, but our present methods cut cleaning time

(Continued on page 27.)



LABOR FOR CLEANING CUT IN HALF.

In the plant of E. Kahn's Sons Co., Cincinnati, O., it formerly required labor of one man for 30 minutes to clean a liver truck. The same job is now done in 15 minutes, using the method shown. Savings in labor are also being made in other cleaning operations.



Are Allied Products Best Handled Under Specialized Control?

Should the packer use his regular organization or put specialists in charge of such items?

HERE is a real reason why the meat packer may add other food lines to his business. This is not only to make money on these lines, but to reduce overhead costs on his meat business.

On the other hand, there is little advantage in this addition if these lines do not pay their way.

In its survey of the subject THE NATIONAL PROVISIONER learns that some packers have found their addition very advantageous. Others recommend against it.

This difference of opinion, and the variation in results obtained, seem to be due to two things: first, difference in management and methods; second, location.

Some packers have tried to handle allied lines as a part of their meat business; others have set up a special organization for it.

Value of Specialization.

Before reporting in detail the experiences of packers in this particular it might be of interest to quote the conclusions of an expert who has studied the results of THE NATIONAL PROVISIONER'S survey, and who says:

"There is just one way for any packer to make a real test of the advantage of added food lines. This is to put a man in charge of these lines whose sole business it will be to study his market, and to devise means of profitable selling and distribution. These methods must dovetail in with the meat business, but need not necessarily follow its sales and distribution policies.

"Usually such a man can be found in the company itself, possibly in the younger group. Sometimes it may be a member of the owner's family, and sometimes it may be a promising young man for whom there has previously appeared little opportunity. Such young men have been observing their company's operations and have formed their own ideas. They deserve a certain freedom in working out their plans, backed by the friendly advice and confidence of the executive.

Fifth of a series of discussions by THE NATIONAL PROVISIONER on lines of food products a meat packer may profitably add to his business, and means of administering these lines.

Added Lines Are Profitable.

"In a few companies where the methods pursued in the sale and distribution of meat have been quite successful these methods can be applied to advantage to the added lines. In this case, they can come under the supervision and direction of the man already

to make it easy for them to shift their attention for the time to other lines requiring similar treatment.

Several packers point out that, in spite of the extent of the meat line, the packinghouse salesman and executive do not yet have nearly so large a number of items to confuse their attention as do other types of food distributors. And the possibility of the packinghouse salesmen and executive becoming expert in handling some of these allied commodities is more probable than in the case of food distributors handling a large line of varied products.

On some commodities regularity and quality of service are of peculiar importance, and give decided advantage to the meat packer as a distributor without great emphasis on selling.

Where Greatest Success Lies.

HOWEVER, packers who report the greatest degree of progress and the highest degree of satisfaction with allied lines are those who have taken these lines seriously enough to place a specialist in charge, who would concentrate his attention and place his whole emphasis on that type of product.

In the greater number of cases these departments have been placed in the hands of young men who become particularly interested in these lines, and who have had to make their showing in the company on the basis of their performance with specialized lines before being given greater responsibility. Some packers report that this has proved a valuable testing ground for executive ability.

One packer writes, "Working out the allied lines problem was my son's idea, as he could see possibilities of adding them as additional lines. We have since set up a regularly-established routine on these lines, so that they do not require much of his attention."

Another packer writes, "Unless the packer makes his personnel really learn something about the produce business I do not think he will ever develop it to be any more than a mere sideline."

(Continued on page 23.)

How Should the Meat Packer Manage Allied Lines?

Read in this story the experiences of packers who have added other food lines advantageously. It points to specialized control and opportunity for young men in the industry.

in charge of the meat sales department.

"There are few companies that could not add some new lines to their advantage or few localities where this would not be advantageous. Unless selling and distribution facilities are being used to the maximum, they are piling up overhead costs for meat out of line with costs enjoyed by efficient competitors. Thus added lines may not only make money for themselves, but they may reduce selling costs of the packer's principal commodity."

Reports from the Survey.

A large number of meat packers have reported to THE NATIONAL PROVISIONER that they have found it satisfactory to handle allied products through their regular sales organization, without specialized supervision or control. It seems obvious from these reports that natural distribution channels of the packing industry are adequate for the handling of a number of allied products. Long experience of packinghouse executives and salesmen in handling perishable and semi-perishable product seems

Practical Points for the Trade

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Trouble with Frankfurts

A sausage manufacturer, who is having trouble with his frankfurters due to sliming, writes regarding his manufacturing conditions and asks how to overcome the trouble. He says:

Editor The National Provisioner:

We are having trouble with our franks getting slick and slimy for us and are writing for some information.

We are using the best boned bull meat as follows: 55 lbs. bull meat, 20 lbs. beef and pork hearts together, 20 lbs. fresh hog jowls and 5 lbs. pork cracklings. Also 6 lbs. soya flour, 30 lbs. moisture, 15 lbs. additional chopped in the cracklings, making a total of 45 lbs. moisture. All meats are fresh and not frozen, used with the quick cure in the cutter.

We have only one cooler which we use for storing our meats, and have no place to keep our finished products, as we keep our cooler at about 40 degs., and if we put our finished product back in the cooler at this temperature it sweats and will not hold up. Now we are trying to leave sausage on racks hanging out in the air at night and pack and deliver the next day. This still does not solve our problem and we are still having trouble with slimy product which we have to pick up and make refunds on.

Our sausage is started off in the smokehouse at 120 degs., and finished at about 100 degs.

We used the same method and same meats and had no trouble up to two weeks ago. Since then we have had a rainy spell—raining all the time. Could this be the trouble?

We have been covering our franks up at night with a cloth, holding the steam to keep them from drying out and putting down the windows at night. Now we are going to leave them uncovered, and put up all the windows to see if this will solve our trouble.

This inquirer's trouble is due largely to two conditions—the fact that he has no storage cooler for cooked, smoked product and that he covers up his frankfurters at night to hold the steam in. If he has no storage cooler and holds the product in natural temperatures it should not be covered, because this makes it have a tendency to sweat, although it should be kept out of a draft. If the product develops moisture on the outside it is very likely to slime if held in the retailer's cooler for several days.

Cause of Sausage Troubles.

Sausage troubles are usually of two kinds—in the product and on the product. Trouble in this case apparently is due to too much handling of the franks after stuffing. It is vitally important to observe two precautions from the time the sausage is taken from the cooker:

1. Avoid handling as much as possible. See that sausage is not dragged across dirty aprons or sleeves in handling. Bacteria quickly develops, and this is what causes slime or discoloration.

2. Use one-half of one per cent so-

dium hypochlorite solution freely as a spray on walls, ceilings and floor of sausage room, also on sausage sticks. Use same solution as a wash or spray on all trucks and racks.

Points to Remember.

Another important point is not to crowd the sausage after cooking. This applies to all steps, both on the racks and in the cooler.

In packing, handle as little as possible. See that employees wash their hands frequently with hot water and soap, and have clean aprons and coats.

Franks should be dry when they go in the cooler. After cooking, spray with cold water and then give them a dash of hot water at about 160 degs. F. for 2 minutes. This will leave the surfaces warm, so that the water will evaporate more rapidly. Let them stand at room temperature (70 to 90 degs.) somewhere in the plant before going into the cooler. The same practice should be followed before the franks go into the smokehouse.

Sausage when taken from the cooker is practically sterile on the outside, so that slime and discoloration on outside of casings is always due to contamination after cooking.

Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 10c stamp.

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name

Street

City

Enclosed find a 10c stamp.

During a prolonged rainy spell, such as this manufacturer writes about, the air is saturated with moisture and is favorable to the growth of bacteria, which cling to anything they come in contact with. Inasmuch as this manufacturer has not had this trouble before, it is evident that this rainy spell and the fact that he leaves his sausage on racks out in the air over night has much to do with bringing about this condition.

* Cooler Conditions.

Sausage should never be stored other than in a dry cooler. This cooler should be kept at 50 degs. if possible. Sausage should never be subjected to sudden changes of temperature, especially if the humidity is high, as this causes moisture on the surface and promotes the growth and spread of slime-producing bacteria.

As this inquirer has only one cooler he should install a fan or some kind of a circulating air system. This will eliminate excessive moisture. As this cooler is kept at 40 degs. F. the sausage may still sweat when coming in contact with the open air. Showering with hot water 160 degs. F. for 2 minutes will take the chill out of them, and a fan will help to dry them in a short time.

Two things cause sliming on frankfurts:

First, contamination in handling and contact with dirty equipment after cooking.

Second, spread of this contamination through drops of water on the surface of the franks. This moisture comes either from inadequate drying after cooking, or sweating due to changes in temperature.

Moisture in Formula.

There seems to be too much moisture in this inquirer's formula; 45 lbs. of water in 95 lbs. of meat is not in line with good practice. The hearts used in the formula have no binding qualities, neither have the pork jowls, so that the 45 lbs. of water must be absorbed by the bull meat and the binder flour. This is entirely too much. It is suggested that the water be cut to 30 lbs. per 100 lbs. of meat.

It is suggested that the inquirer reform his methods along the line of these suggestions, so far as his conditions permit, always remembering the basic rules outlined.

Do you use this page to get your questions answered?

Pulling Pork Loins

How are loins handled on the cutting floor? A small packer writes:

Editor The National Provisioner:

We are only small packers and distribute our product locally, but we like to have it look just as well as that shipped from the larger markets. Our loins have not compared so well with the shipped-in product, and we would like to find out the right way to remove them from the carcass and pack them for the retail market. Any help you can give us will be appreciated.

The first step in removing the loin from the carcass is to "scribe" the side; that is, make a cut through the ribs the length of the entire side, on a line drawn from the inside edge of the tail bone to the inside top of the chine bone on the shoulder end. This makes it easy to pull the loin.

The next step is to draw a two-handled knife through the side between the loin and the fat. When pulling loins above the blade, the operator places the loin knife as close to the blade bone as possible, because blades sell for much less than loins. Therefore it is desirable that none of the loin be left on the blade bone.

Scoring the loin must be avoided. That is, cuts must not be made into the lean meat of the loin. When this is done this meat is left either on the fat back or it goes into trimmings, neither of which are as valuable as loin. The loin is pulled close on the belly side, so as to leave an imprint of the lean on the belly.

The ideal loin is the one that carries only a thin coating of fat and is not scored. If too much fat is left on the loin it must be trimmed off, and will go in the fat trimmings for lard, instead of being left on the fat back, which brings more money as a rule.

As soon as pork loins are cut they are wrapped in paper specially designed for the purpose. This protects them from the air and helps to maintain their color. The Institute of American Meat Packers recommends a sheet of paper 24 x 36 in. for small loins and 24 x 42 in. for large loins, the small loins being figured to weigh from 7 to 11 lbs. and the large loins from 11 to 13 lbs.

This inquirer does not say exactly what is wrong with the appearance of his loins. If this does not cover what he has in mind, further information will be given on more specific inquiry.

HOW TO HANDLE LARD.

One of the most important details in lard manufacture is its proper handling after rendering. All steps in lard manufacture are explained in detail in "PORK PACKING," a new test book by The National Provisioner for the meat packing industry. Write for information.

THE NATIONAL PROVISIONER Steam and Power SAVING SERVICE

Meat packers—so efficient in meat processing and manufacture—have not kept their power departments in step with modern developments.

There is much inefficient steam and power generating equipment in use. Practices in many instances are behind the times. Advantage has not been taken of modern, cost-cutting equipment and waste elimination methods and appliances. The result is much waste and loss, with steam and power costs higher than they need be.

THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE is a new service to readers of THE NATIONAL PROVISIONER. Its purpose is:

To collect and disseminate information on meat plant steam and power practices.

To indicate bad conditions and costly methods.

To aid packers to compare their steam and power costs with those in other plants, to solve their steam and power problems, to improve boiler and engine room results, to cut steam and power costs and to reduce steam and power waste.

This is in no sense a consulting engineering service. There is a place for the consulting engineers that no other can fill.

But there is also a need for a service to bridge the gap between the plant on the one hand and the consulting engineer on the other—the practical experience of the operating force and the technical skill and knowledge of the trained expert.

It is this gap that THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE will attempt to fill.

Obviously no attempt will be made to design plants, to criticize designs, or to compare the merits and advantages of one piece of equipment with another. Particular conditions vary too widely to attempt these services.

But packer subscribers with everyday operating problems are invited to consult THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE. Every effort will be made to help them.

INTEREST IN POWER SAVINGS.

For many years meat packers gave little attention to their power departments. As long as steam was available in sufficient quantities and at the required processing pressure, cost at which it was produced was the occasion for little worry. A consulting engineer familiar with the old-time packer attitude toward his power department wants to know if this has changed. He writes:

Editor The National Provisioner:

I am a consulting engineer. Knowing the money-saving possibilities in packinghouse power departments I made considerable effort several years ago to interest packers in the subject of reducing steam and power costs.

I had very little success. However, I have kept in touch with developments and know there are better opportunities for packers to save now than there were when I tried to work with them. What I would like to know is whether or not the packer's attitude toward his power plant has changed?

Packers know more about their power departments, the losses that are taking place in them and possibilities for saving money in cost of steam and power with modern equipment and methods than they ever knew before. And more and more of them are realizing that in no department of the plant are there the possibilities for making

money that there are in the boiler and engine room.

The depression and loss of revenue are responsible in part for the more constructive attitude on the part of packers toward their power departments. Articles in THE NATIONAL PROVISIONER and surveys by THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE, in which are being pointed out to packers the reasons for large losses, possibilities for savings and the experience of meat plants in reducing steam and power costs, have been influential in arousing a widespread interest in the power plant.

USE OF SOOT BLOWER.

How often should soot be blown from tubes? A packer installing soot blowers asks this question. He says:

Editor The National Provisioner:

We are installing soot blowers in our boilers and would like to know how often they should be used. Can you enlighten us on this point?

The answer to this question is: As often as necessary to keep the heating surfaces clean.

Tubes should be blown at least once every 24 hours, and preferably once each 8-hour shift. If boilers are being forced it may be necessary to blow them oftener.

Intervals between soot blowing is partly determined by the grade of coal being used. Some coals foul heating surfaces more quickly than others. Some plants make it a practice to blow tubes before peak loads are expected, regardless of any soot blowing schedule that may have been worked out. No arbitrary rules for soot blowing can be given, conditions existing dictating procedure in each case.

Soot is removed from heating surfaces by the impact of the steam. If the jet of the soot blower is rotated too rapidly, a good job of soot removal may not be done. If it is rotated too slowly steam will be wasted. If this packer's boiler room force is inexperienced with soot blowers, it might be a good idea to have the workers receive instructions in their use from the manufacturer's representative on the job.

25 Cents on The Dollar

Not more than 50% of the heat value bought by the packer actually reaches its place of use.

After it gets there, at least half of what is left is wasted.

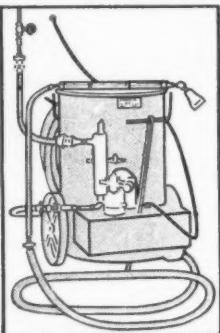
So he gets only \$25 value out of every \$100 worth of coal he buys.

Should he be interested in heat and fuel saving?



Vapor Brush

A new and better way to clean your equipment



SIMPLE

An open tank, mixing valve, pump, motor, steam and electric connections, cleaning hose and gun. Self-contained, mobile.

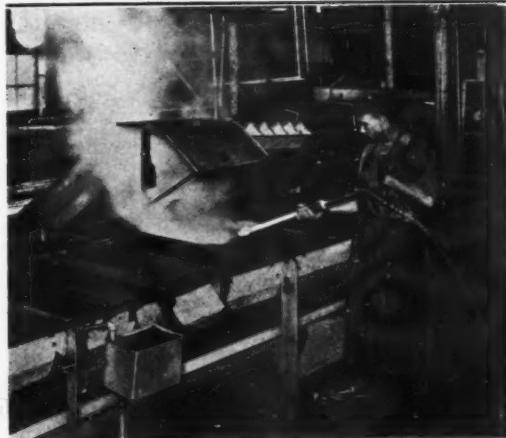
FAST

Sometimes 15 times as fast as steel wool and elbow grease. For instance, liver racks are cleaned perfectly in 3 minutes. Lamb trees and beef trolleys are cleaned in bunches.

THOROUGH

Keeps remote corners clean—plies dirt from cracks. Removes grease film completely.

Viscera table at Kahn plant, Cincinnati, being made chemically clean in record time.



ECONOMICAL

Cuts the cost of labor, water and cleaning compound. Pays for itself quickly.

THESE PACKERS USE IT

Swift, Cleveland; Wilson, Vette & Zuncker, Fuhrman & Forster, Chicago; Kahn, and Schroth, Cincinnati; Grand Rapids Packing, Grand Rapids, Mich.

THE IDEAL VAPOR BRUSH USES FRICTION, HEAT, WATER AND DETERGENT. WRITE FOR DESCRIPTIVE FOLDER AND PRICES.

N. Ransohoff, Inc. W. 71st St. at Millcreek, Chicago: 332 S. Michigan Blvd. Carthage, Cincinnati, O. Baltimore: 411 W. Camden St.

Bliss Boxes Reduce Shipping Costs Because

They use 11% to 20% less material.

Their unique construction often permits use of lighter weights of board, which creates an additional saving in cost of material.

Freight costs are lower on account of lighter weight.

Their reinforced corners make them the strongest fibre containers.

They are easy and quick to assemble on Bliss equipment.

Bliss Boxes are used by the millions for shipping fresh and smoked meats, pork loins, dressed poultry, lard, butterine, soap powder, etc.

Let us tell you more fully the advantages of packing and shipping your products in Bliss Boxes.



Bliss No. 4 Box

DEXTER FOLDER COMPANY

28 West 23rd Street, New York, N. Y.

Bliss, Latham and Boston Wire Stitching and Adhesive Sealing Machinery for All Types of Fibre Containers

CHICAGO
117 W. Harrison St.

PHILADELPHIA
5th & Chestnut Sts.

BOSTON
185 Summer St.

CLEVELAND
1931 E. 61st St.

ST. LOUIS
2082 Ry. Ex. Bldg.

SAN FRANCISCO
H. W. Brinnaill Co.
51 Clementina St.

BEEF AND VEAL AWARDS.

Awards were made this week by the Federal Surplus Relief Corporation under schedule 69 for the processing and canning of roast beef from approximately 17,000 head of cattle daily, and for slaughtering calves and freezing veal sides totaling 17,860 calves daily. Previous contracts were let under schedules 64 and 68, allotments under which terminated July 5.

All of these are animals purchased by the Drought Relief Service of the AAA in counties designated as "emergency" areas. These animals do not enter the regular channels of trade, and it is expected that they will affect neither the live market nor the market for boneless beef and veal.

Because of the need for rapid handling of these animals and added burden placed on canning facilities of packers as well as canning companies, some of the beef will be frozen and held until it can be canned. It is canned in the form of roast beef, meat of the entire carcass being used for the purpose with the exception of shanks, hanging tenders, skirts, head meat, scrap meat, tenderloins, kidneys and kidney fat. These are retained by the processor.

Packing is in rectangular shaped cans or round cans, outside, gold lacquered.

Following are the awards made per day for slaughtering and boning cattle:

Head
Daily.

Armour and Company, 14 plants.	3,634
Cudahy Packing Co., 9 plants....	1,200
Geo. A. Hormel & Co.....	400
Hunter Pkg. Co.....	100
Hygrade Food Prods. Corp.....	175
Kingan & Co.....	400
Memphis Pkg. Corp.....	150
John Morrell & Co.....	200
Rath Pkg. Co.....	150
Superior Pkg. Co.....	200
Swift & Company, 13 plants....	4,555
Tovrea Pkg. Co.....	440
United Pkg. Co.....	100
Wilson & Co., 5 plants.....	1,700

Total slaughtering and boning 13,404

Total slaughtering and freezing as quarters 3,646

Grand total 17,050

Canners in addition to the above list are Agar Packing & Provision Co., Derby Food Products, Inc., Foell Pkg. Co., Leonard Frank Co., Libby-McNeill & Libby, Ratcliffe Pure Food Products, Republic Food Prods. Corp., Rutherford Food Prod. Corp., Thrift Pkg. Co. and United Packers. Allotments of beef to these companies for canning are included in the list given of animals processed.

Awards made on slaughtering calves and freezing veal sides are as follows:

No. head
daily.

Armour and Company, 14 plants.	3,192
Cudahy Packing Co., 9 plants....	1,120
Geo. A. Hormel & Co.....	200
Hunter Pkg. Co.....	200
Hygrade Food Prod. Corp.....	100

Kingan & Co.....	200
Memphis Pkg. Corp.....	100
John Morrell & Co.....	325
Rath Pkg. Co.....	300
Superior Pkg. Co.....	50
Swift & Company, 13 plants....	10,390
Tovrea Pkg. Co.....	100
Wilson & Co., 6 plants.....	1,580

Total 17,857

Awards cover 30 calendar days, the first allotment of live animals being made on July 5. Practically all awards were made to slaughtering and canning plants in close proximity to drought areas.

DROUGHT CATTLE PURCHASES.

A total of 580,806 beef cattle had been bought up to July 2 on the parched ranges of the West and turned over to the Federal Surplus Relief Corporation to be canned and distributed to needy families. The purchases were made by Drought Relief Service of the Agricultural Adjustment Administration, which was established to co-operate with other government agencies in assisting cattlemen and other farmers to meet problems created by the drought.

None of the cattle so purchased and processed are to be sold, but all are being used for the help of needy families on relief lists throughout the country, and will not find their way to market. Hides from cattle processed for relief purposes go to the processor or packer in part payment of processing charges. Hides from cattle that are condemned and slaughtered on the farms are the property of the farmer selling the cattle, for him to dispose of as he wishes. Such condemnations represent an extremely small per cent of the cattle sold, and reports from the field indicate that in a great many cases the farmers simply bury the carcasses without removing the hides.

"How many cattle we may eventually buy, and how long buying will be kept up, we cannot say now," says Dr. E. W. Sheets, director of the Drought Relief Service. "It depends on conditions as they develop, including the inclination of the individual farmer to sell. We have no 'goal' or 'quota' in cattle purchases. We are planning relief to the hard-pressed drought areas and expect to continue buying and processing for relief purposes only so long as the situation warrants."

RELIEF MEATS AND LARD.

Relief meat and lard in the hands of packers on June 30, 1934, totaled something over 26,000,000 lbs. Wiltshire sides produced under government contracts yielded meat totaling 174,000,000 lbs., of which 23,750,000 lbs. is still on hand. Of the commercial pork cuts and lard purchased, amounting to 35,691,000 lbs. of meat and 22,294,000 lbs. of lard, there remains yet to be delivered 1,949,000 lbs. of meat cuts and 308,000 lbs. of lard.

The emergency pig and sow slaughter campaign of last fall yielded 100,146,000 lbs. of meat, all of which has been delivered to the order of the Relief Corporation.

VISKING WAGE DIVIDEND PLAN.

Continuing the policy of fair dealing and consideration of others which has been so apparent in its relations not only with its customers but with those from whom it buys, the Visking Corporation at the close of June inaugurated a wage dividend plan for its employees. This plan makes the following provisions:

1. A yearly cash payment (if the company has prospered during the year).
2. Unemployment insurance.
3. Health insurance.
4. Life insurance.
5. Aid in case of serious trouble.

All of this is done without investment by employees or liability to them. The proportionate share of each employee in the benefits increases from year to year, as the amount of his or her salary is multiplied by the length of time employed in figuring the employee's interest in a given year's credits. Limitations are placed on long service and high salaries, so that the interest of the newer employees will not be jeopardized. The plan starts with 1934 earnings, the first payments being made after April 1, 1935.

In a letter to each employee, transmitting the plan, named "The Visking Wage Dividend Plan," president E. O. Freund explained the five advantages listed and said:

"You are now vitally interested in the welfare of the company. Your income is dependent on its income. Waste time or waste material comes out of your pocket as well as out of the pockets of all the rest of us. Uneconomic practices of any kind, unjust laws, high taxes, rackets, unfair labor demands—these and other acts aimed at employers are now aimed also at you; for you, too, through this plan, are the employer of every other employee just as much as the stockholders are."

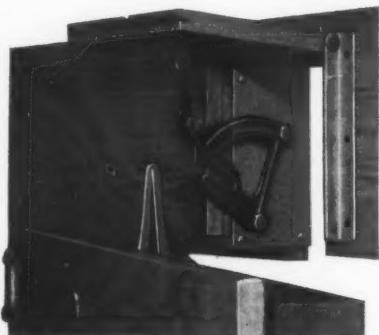
Mr. Freund said that many employees' benefit plans had been studied in an effort to get the best that could be devised. "I hope it does what it intends—relieve you of worry." It is his hope that it will take care of employees in illness and old age, during unemployment and retirement and help their dependents after the beneficiary passes away.

"If it does all this (and it should)," Mr. Freund said, "then I shall feel amply repaid for having written it."

MORE LIVESTOCK BY TRUCK.

Approximately 1½ million head more livestock came to the 13 principal markets of the country by truck during the first four months of 1934 than in the same period of 1933. For the 1934 period, the number marketed by truck totaled 8,982,407 head compared with 7,319,196 head in the 1933 period and 7,151,873 in the like period of 1932. During the first four months of 1934 there were 1,710,416 cattle, 735,458 calves, 5,577,515 hogs and 908,197 sheep marketed by truck.

"C-B" COLD STORAGE DOOR



Pat. Pending

"C-B" Track Door Device

When the cooler door is opened or closed, the pin on the arm engages the cam and opens or closes the track door. When the cooler door is closed, the pin presses against the cam, holding the track door tightly against the frame.

Positive in action, no springs required to hold door open or closed.

This is one of many new improvements available only in "CB" Doors.

"The Better Door that Costs No More"

Carefully constructed, rigid and strong—diagonally braced—no sagging.

Insulated as required: Standard doors, 4 inches of granulated cork imbedded between two layers of insulating paper.

Freezer Doors insulated with 4 inches sheet cork.

Super Freezer Doors, overlapping type, insulated with 6 inches or more pure sheet cork. All sheet cork insulation laid up in hot asphalt.

Hinges have cast butts and spring steel straps. Spring hinges with adjusting set-screw also furnished.

Wedge-tight type Fasteners standard equipment. Other types of fasteners also furnished.

MANUFACTURED BY

The Cincinnati Butchers' Supply Corporation

3907-11 S. Halsted St.
Chicago, Ill.

Write for
Cold Storage Door Catalog

1972-2008 Central Ave.
Cincinnati, Ohio



New "C-B" Track Door

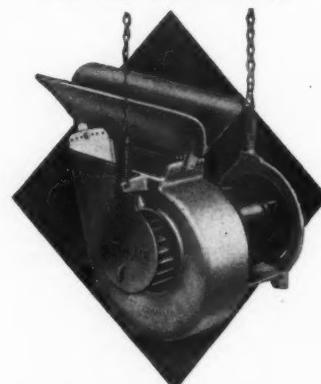
The Low-Cost Way to Modernize Your Cooler—

Action-Air makes a diffused-air system of your cooler without replacing your present equipment. It increases the capacity—balances the temperature in every part of the cooler—removes excessive moisture—controls ice in coil-type coolers—reduces spoilage and trimming—saves materially on operating costs.

Action-Air is easy to install, economical to operate. It does not take up valuable space. Action-Air must prove its worth in *your own cooler* before you buy.

THE BROWN CORP.
122 CHESTER ST. SYRACUSE, N.Y.

ACTION-AIR
formerly "DeFROSTaire"



Write for Details of
FREE TRIAL Offer
Representatives Wanted

Refrigeration and Frozen Foods

Plant Cooling Notes

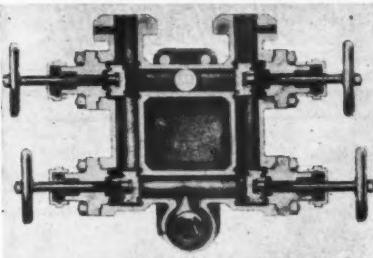
For the Meat Employee Who Is Interested in Refrigeration.

CLEVER MANIFOLD DESIGN.

Most meat plant superintendents, engineers and master mechanics are interested in any piece of mechanical equipment that saves space and is so designed and constructed that maintenance expense is reduced to a minimum.

In the accompanying illustration is shown a cross section view of a unique manifold which, while not familiar to many whose job it is to keep the equipment in engine and boiler rooms operating at maximum efficiency, nevertheless is in successful use on duplex vertical ammonia compressors such as are installed in many meat packing plants.

The valves are so arranged that the distance between the manifold and compressor cylinders is reduced to the very minimum. They do not project in vari-



DESIGNED TO CUT COSTS.

In this unusual manifold design all of the valves are in one plane, saving space. In addition, the design embodies pump-out valves, by-pass, stop valves and suction strainer. All valves are back seating.

ous directions and consume valuable space. They are all in the same plane.

In addition, this design embodies pump-out valves, by-pass, and stop valves, together with a suction strainer. All of the stop valves are back-seating, making it possible to pack them while under pressure.

The valve positions in the illustration show two valves "open" and two "closed." These are the usual operating positions, the suction ammonia entering from above into the opening at the right and down through the strainer at the very bottom. After being compressed the high pressure ammonia leaves through the upper opening at the left.

FACTS ON FOOD FREEZING.

Practical usefulness of moderately low temperatures—that is minus 5 to plus 15 degs. Fahr.—for freezing fruits and vegetables seems now to be firmly established by experimentation in this country and abroad and by commercial

experience, according to H. C. Diehl, of the U. S. Department of Agriculture, in an address presented at the annual convention of the Pacific States Cold Storage Warehousemen's Association. However, he said, there remains much territory to be explored before complete technical details are developed, yet commercially satisfactory product quality and adequate preservation are being achieved by these freezing temperatures.

"It is probably unnecessary to dwell on the economic meaning of the fact that such temperatures are commonly available in good cold storage warehouses," the speaker said, "where the reasonably rapid heat transfer required for proper processing may be achieved by modifying storage practices.

He also pointed out that mechanical improvements in frozen pack technique may eventually shift the first stages of processing to the packing plant, or may require the use of cold storage, without occupancy of warehouse space during these stages.

"I have in mind," he said, "freezing equipment set up in the packing plant, designed to cool and freeze the products with reasonable rapidity as a continuous process, the food material being either held in containers or exposed directly to low temperatures. In that event, the industrial function of the cold storage warehouse is not diminished in importance but merely modified."

"Technical refrigeration is the primary factor in the preservation of the produce, Mr. Diehl pointed out, and is the significant factor in the prolongation of the marketing period for perishable foods, held essentially in their fresh condition.

"It seems a fortunate circumstance that present participation of the cold storage warehouses in frozen pack development is not predicated on costly charges in existing facilities. Such alterations of structure or equipment as the future demands will be met gradually, and may be first tested in the light of accumulated technical experience.

"Freezing preservation of many horticultural products at air temperatures close to zero degs. Fahr. with suitable refrigerating practices to insure free heat transfer is today commercially satisfactory. Subsequent storage for frozen pack vegetables is preferably at a temperature of about zero degs. Fahr. For some fruits this storage may be at a slightly higher temperature, with 15 degs. Fahr. generally the maximum."

TEMPERATURES FOR CURING.

Proper temperatures are important for best curing results. "PORK PACKING," The National Provisioner's test book for packers, tells just what temperatures to use in the curing cellar.

HANDLING ALLIED LINES.

(Continued from page 17.)

One packer writes explaining how his trade in allied lines has grown to very large proportions, and now includes a very extensive line of products. In this company the business is fully departmentalized and a competent, seasoned specialist is now in charge of each department.

A Specialist in Charge.

A packer who has made a success of allied lines states emphatically that one man should be responsible for each department.

Another packer states that many of the products can be handled through regular channels, but he has found it desirable to place cheese and butter distribution under the supervision of a specialized, experienced man.

One packer writes of adding three glass-goods items, and states that these three are satisfactorily handled by one man. This man is not dictated to at all by the sales manager. "I am leaving him to work out his own salvation," says the packer. "Other parts of our allied lines are handled by other parties.

"I do not believe that these added lines should be handled entirely by a meat sales manager. I think they should be handled by some man outside the regular executive end of the meat business."

Must Know the Subject.

A packer who has made a splendid showing on allied lines, and who is considering placing more products under his own label, states: "If we had an experienced executive in allied lines we feel that it would be best to pack the product under our own brand."

One packer who is handling allied lines through his regular channels says the man handling the purchase of these lines is well-posted on those trades and prepared to handle them properly.

Another company employs a specialist only for produce lines, while another aggressive company in the same general territory states, "We have found it desirable to place the purchase and selling of all allied lines in the hands of individuals who are experienced and qualified in these types of products."

One packer reports a rather dire experience with allied lines, and concludes, "Of course, we have never set up a special department—that is, an administration department for these sidelines—and that might have been the reason they did not make a success, although the volume on this sideline business in our territory is not large enough to really warrant a special administration."

Help From Manufacturers.

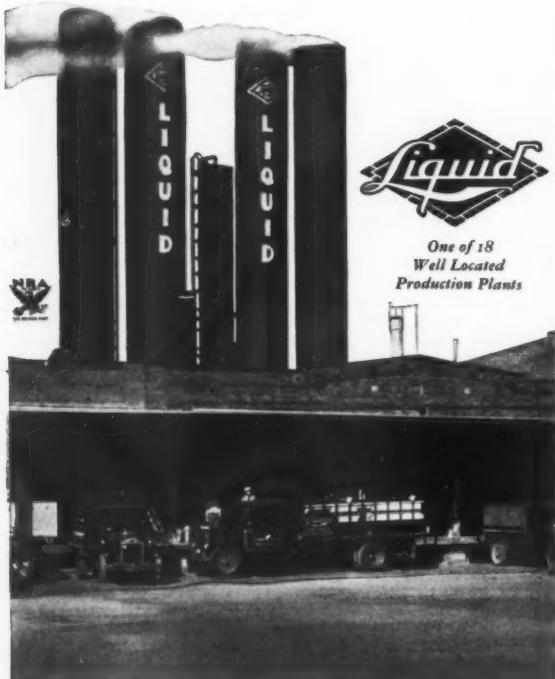
Some packers have handled such products largely as distributors of advertised brands of other companies, and have found it possible to sell rather effectively through their regular organization on account of the specific support in the way of merchandising plans given them by the manufacturing

When REFRIGERATION TAKES TO THE ROAD

use
CARBONIC
EVAPORATES DRY—
141° COLDER THAN WATER ICE

Whenever industry needed portable cold, ice in one form or another has been the choice. The common sense procedure in shipping either by rail or by truck has been to pack a supply of cold with, in, or near the fish, ice cream, meats or other perishables. Carbonic Ice offers the most practical, efficient and portable cold supply. As ice in its modern "dry" form, it means more cold, less bulk and weight and no melting into water which drips and water-logs containers.

Whether your problem is one in which a definite predetermined temperature must be maintained, or a need for cold down to 109° below zero, Liquid's engineers will be glad to advise you. Write us.



THE LIQUID CARBONIC CORPORATION
3100 SOUTH KEDZIE AVENUE, CHICAGO, ILL.
Branches in 37 Principal Cities of the United States
and Canada • London, England • Havana, Cuba

MODERNIZE NOW!



Refrigeration

Has aided hundreds of progressive Packing Houses to meet the present-day demands for efficiency and low operating cost.

Let us show you what new Frick Refrigerating Equipment—with automatic control as well as other labor and money saving features—can do. Write for an engineering survey of your cooling needs—the facts and figures are yours without obligation.

Frick Company
WAYNESBURG, PA. U.S.A.
ICE MACHINERY SUPERIOR SINCE 1882



**THEURER
ICEFIN
Refrigeration**

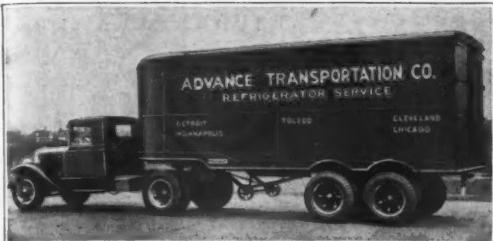
"Unexcelled
for
Results"

Prepare for summer—install THEURER Icefin Units in your refrigerated trucks. Low operating cost; many unusual features.

INVESTIGATE!

THEURER Commercial Bodies combine appearance with utility. They carry a FULL pay-load because dead weight is minimized. And they perform perfectly throughout their long life. Investigate the features of THEURER Bodies—write for details!

**THEURER
WAGON WORKS, Inc.**
Insulated and Refrigerated
COMMERCIAL BODIES
New York, N. Y.
North Bergen, N. J.



Regular Truck Service to:

OHIO

Cleveland Lima Canton
Columbus Marion Cincinnati
Dayton Akron Toledo

Saturday, Wednesday, Thursday, Pick Up.
Monday, Thursday, Friday, Delivery.

MICHIGAN

Detroit Jackson Kalamazoo
Monroe Battle Creek

INDIANA

Terre Haute Ft. Wayne Indianapolis

KENTUCKY

Louisville

Saturday, Tuesday, Wednesday, Thursday, Pick Up.
Monday, Wednesday, Thursday, Friday, Delivery.

ADVANCE TRANSPORTATION CO. of ILLINOIS, Inc.

4125 Emerald Ave.

Chicago, Ill.

Phone Yards 6240

Detroit, Mich.
7305 American Ave.
Phone Euclid 0663

Indianapolis, Ind.
1410 N. West St.
Phone Lincoln 1075

companies. They have avoided some of the need for specialized experience by utilizing to the full the experience of the companies they serve as distributors.

One packer most successful with allied lines established a specialty or jobbing department in 1928, and one individual has since devoted a large part of his time to this department. This company has been active in weeding out low profit items and slow sellers, and replacing them with more effective lines.

While the natural sales channels and the natural alertness of the packing-house sales department make the packing company an excellent distributing outlet for many allied lines, it is clear from results of THE NATIONAL PROV

SIONER'S survey that the intensive attention of one individual, whether young or old, will make a vast difference in the productiveness of profit of these lines to the packer.

There seems to be ample reason for the packer delegating much responsibility on these lines to some young and aggressive man who will take the line seriously and make a real business of it.

This discussion will be continued in later issues of THE NATIONAL PROVISIONER, reporting specific instances of the handling of allied lines by meat packers, and the results.

REFRIGERATION NOTES.

Price Applegate has opened a cold storage plant in the E. M. & M. building at Enterprise, Ore.

The Rapid City Packing Co., has begun the erection of a packing plant at Rapid City, S. Dak. Harry Hackett is in charge of construction.

City of Memphis, Tenn., and Shelby County are combining in plans to build an abattoir on Riverside blvd., in Memphis, to cost about \$150,000.

An expansion of the facilities of the High Grade Packing Co., Galveston, Tex., is announced by John S. Massa, secretary and treasurer. The cost is estimated at \$100,000 and approximately \$40,000 of that amount will be spent on refrigeration building and equipment.

The Pioneer Warehouse at Cashmere, Wash., is being equipped for cold storage.

Prompt Delivery

of JAMISON-BUILT cold storage doors is assured. Standard sizes amply stocked, clearing our large production facilities for special sizes and types.

JAMISON COLD STORAGE DOOR CO.
Hagerstown, Md.

U. S. A.

Jamison, Stevenson and Victor Doors

Branch Offices: New York, Chicago. Agents & Distributors: Atlanta, St. Louis, Minneapolis, Omaha, Detroit, Kansas City, San Francisco, Cincinnati, Salt Lake City, Los Angeles, Cleveland, Philadelphia, Houston, Foreign: London, Honolulu, Japan.

jamison
& Stevenson
Cold Storage Doors

For Slicing

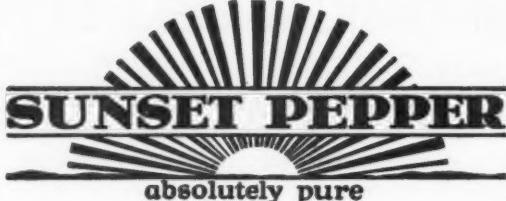
Search no further if you want a high quality dried beef that makes full, even slices. Peacock Dried Beef is manufactured and trimmed with the slicer's problem in mind. Write for prices.

Cudahy Brothers Co.

Cudahy, Wis.



Peacock Dried Beef



Sausage Pepper That Satisfies . . . and why

B . . . of the full pepper flavor and uniform strength, rich in natural oil, produced exclusively for sausage flavoring.

C . . . of the fine red color and large oil content, Sunset Pepper retains the natural color of the meat and lends brightness to your sausage.

A . . . of the stability of Sunset Pepper, the attractive appearance and full flavor of the sausage lasts.

Use SUNSET for the pepper content of your sausage seasonings, and secure all the good features desired in sausage pepper.

Use it straight and save 35% on your pepper cost; or blend in any proportion with white pepper — same strength — its use makes a worth while saving.

Grown and milled in U. S. A.

ORDER TODAY!

Shipments from warehouses or direct from factory

CHILI PRODUCTS CORPORATION, LTD.

1841 East 50th St., LOS ANGELES, CAL.

160 E. Illinois St.

Chicago, Ill.

"THE HOUSE OF STANDARDIZED QUALITY"

**BEMIS
Stockinette**



"Bemis Stockinette? It's the Best We've Ever Used!"

"It's got the quality—the Bemis people give you exceptional service—and their prices are right. You won't make a mistake buying Bemis Stockinette!"

Use Bemis Stockinette for your Hams, Beef and Veal Cuts, Whole Spring Lambs, Franks, Pork Loins, etc.—it will make them more attractive, more sanitary, more salable.

**Write Today for
Samples and Prices**

BEMIS BRO. BAG CO.

420 Poplar Street, St. Louis

PLANT CLEARING METHODS.

(Continued from page 16.)
and labor materially and produce a much better finished job.

"A second cleaning outfit, identical with the first, is used on the hog killing floor. The cleaning crew first removes all loose dirt, scraps, etc., and then uses the machine on all the equipment, stationary and portable, as well as the floors, walls, doors and platforms.

"The effectiveness of the method is well demonstrated on the floors, which are of brick. No film of any kind is left. From 2 to 3 lbs. of cleaning compound is used per hour on this type of work.

"Equipment cleaned on the killing floor includes moving top viscera table, leaf lard chutes, U. S. government cans, racks, cars, etc.

"Shape of the parts to be cleaned and the material of which they are made offer no special problems to the system we use. The hot cleaning compound, driven at the rate of a 1,000 ft. per second, reaches into all corners and crevices, removing every particle of foreign matter and leaving equipment and structure in a sweet and clean condition that we hadn't thought possible.

Savings and Values.

"As to costs, exact comparison in our plant are difficult because we set up the special cleaning crew at the same time we installed the general purpose washers. We know we are saving money and, what is more important, we are getting a much improved cleaning job. Mr. Albert Kahn has always paid special attention to plant sanitation, and believes the widespread demand for our products is attributable in large measure to sanitary conditions surrounding their processing.

"We find our new method of cleaning safe and rapid. The tank carries no pressure, and any pressure over 15 lbs. in the steam line will operate the gun. The soap or chemical detergent is so thoroughly mixed with the water, and is applied with such force and at such a temperature that the saving on cleaning compound is considerable.

"In our development of this method we have had the assistance of the engineers of N. Ranshoff, Inc., Cincinnati, who designed and built the washers, and we can see further economies to be achieved in other departments of the plant.

"The extreme flexibility of the equipment is an item of importance, as it is easily moved about the plant and can be placed in service immediately if electric and air or steam connections are available."

Selects The National Provisioner to Sell Storage Doors

IN THIS issue appears the first of a series of advertisements of the "CB" Cold Storage Door, a product of The Cincinnati Butchers' Supply Corporation. Herman Schmidt, president of The Corporation, when placing the contract for these advertisements said:

"Our 'CB' Cold Storage Doors are meeting with favor and users everywhere are beginning to recognize their superior features. 'CB' doors have been installed recently in the Carew Tower building, the largest building in Cincinnati, where the Netherlands-Plaza hotel is located; also in the new Union Terminal Station and the Schoenling brewery, and they are used of course in many other recent smaller and individual installations.

"Out-of-town installations and large contracts not yet installed include the U. S. Narcotic Farm, Lexington, Ky., the Albion State Training School, Albion, N. Y., New York State Craig Colony, Village Green and Villa Flora Groups, Sonyea, N. Y., Swift & Company, D. Levi & Company, and others. While some of these orders were booked direct, many of them were placed with us by cork insulation contractors.

"Formerly, many of our local packers and contractors would not be content with anything less than

'CB' Doors, even though they were considerably

higher in price at the time. Through improved facilities and production methods, we are able to offer this superior product at a much lower price and have adopted the slogan, 'The better door that costs no more,' to point out that the price of this better quality door is very much in line.

"Many of our friends in the packing field, who are familiar with our line of 'Boss' packinghouse and sausage making machinery and equipment, do not know that we operate a large wood working plant. Here we build our 'CB' refrigerator display cases and other fixtures for the retailer, and also 'CB' cold storage doors and other products made in whole or in part of wood. To acquaint them with the merits of our 'CB' cold storage doors we have determined to use THE NATIONAL PROVISIONER as the medium in which to put our message before them.

"Years of experience have shown us that THE NATIONAL PROVISIONER is the best medium to use for advertising to the meat packing industry, and our advertisements of 'CB' doors will therefore appear in THE NATIONAL PROVISIONER every other week, alternating with our packinghouse machinery advertisements."

In the Kahn plant it formerly required three man-hours to clean pickle house trucks, for example. The job is now done by one man in 15 minutes. One-half man hour was required to clean a liver truck. One man using the new method now cleans one of these trucks in 15 minutes.

Man-Hours Saved.

Savings in man-hours per week in various departments through the use of cleaning machines are shown in the following table:

Department.	Man-hours per week Required.	Now Saved.
SAUSAGE	140	20
CITY STORE	7	4
PLANT CLEANING	239	80
SMOKING AND CURING	168	86
HOG BONING AND BOILING	78	30
KILLING AND CUTTING	110	30
CLEANSING ROOM	38	..
LARD DEPARTMENT	14	4
CASING DEPARTMENT	7	5
FRIGHT DEPARTMENT	7	6
TOTAL	798	260

In other words, number of man hours required for cleaning are today approximately 32.6 per cent of what they were when all cleaning work was done

by hand. This saving in man-hours has reduced cost of labor for cleaning by \$5,408 per year.

This is the second of two articles on modern methods of cleaning in the meat packing plant. The first, "Cost of Cleaning Plant and Equipment May Be Reduced by New Methods," appeared in the March 19, 1934, issue of THE NATIONAL PROVISIONER.

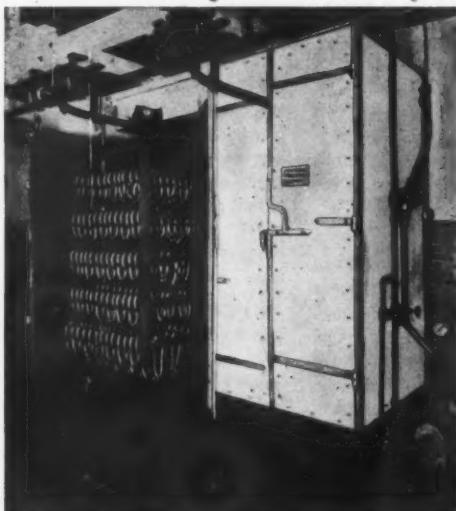
CANADIAN MEAT IMPORTS.

Meat imports into Canada from the United States and total imports for May, 1934, with comparisons, are reported by the Dominion Live Stock Branch as follows:

	May, 1934. lbs.	May, 1933. lbs.	Total Imports. lbs.
Beef	916	1,162	8,743
Bacon and hams	1,828	1,958	7,957
Pork	137,600	257,000	848,393
Mutton and lamb	482	198	301
Lard	4,901	60,030	1,746,822
Lard compound	2,569	1,029	202,555

LOSSES FROM BRUISES.

Are your men posted on the abuses that cost money in handling live hogs? Have them read chapter 1 of "PORK PACKING," The National Provisioner's latest book.



Manufactured under the following patents: No. 1,690,449 dated Nov. 6, 1928 and No. 1,921,231 dated Aug. 8, 1933. Other Patents Pending.

THE MOST LIBERAL OFFER EVER MADE!

Try the JOURDAN Process Cooker in your own plant—*without obligation!* Generous free trial offer permits you to use it, test it, and observe for yourself the results it produces. NEW LOW PRICES, now in effect, make the JOURDAN Process Cooker pay for itself even quicker than before and contribute substantially to profits.

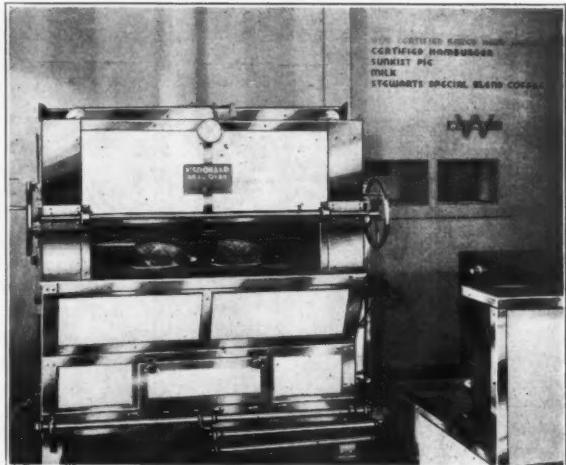
Write today for complete details of the JOURDAN free trial plan!

Jourdan Process Cooker Co.
814-832 W. 20th St. Chicago, Ill.

JOURDAN PROCESS COOKER

Cooks Sausage Better, at Lower Cost, Than Any Other Method!

Wilson & Co. chose this oven



for their exhibit at the
World's Fair

Again, a leading meat packer depends on the McDonald for uniform high quality—assured by the constant heat control and “motion principle in baking” of this modern oven. Saves at least 10% in shrinkage of meats and meat loaves.

See the new improved McDonald in action at the World's Fair!

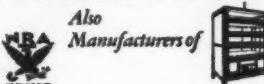
Send for full details on standard and special sizes. Burns any fuel.

(Formerly the Meek Reel Oven)

MCDONALD REEL OVEN

BRUCE MCDONALD COMPANY

Also
Manufacturers of



2004 Washington Street
KANSAS CITY, MO.
RED DEVIL CABINET OVENS

Swift Fair Exhibit Tells Story From Producer to Consumer

MUCH of the interest in the 1934 edition of A Century of Progress exposition at Chicago is due to contributions made by meat packers to the educational and cultural phases of this greatest of World's Fairs.

Educational values for the producer, the distributor and the consumer are found in the exhibits of Swift & Company which are features of the Swift Bridge of Service—well-named—which occupies a strategic location on what was formerly the 23rd street bridge connecting Northerly Island with the mainland of the exposition grounds.

With the art of music neglected at the 1933 fair, it was left to a meat packer to supply that lack this year in a most distinguished way. For the first time in its more than 30 years as one of the leading symphonic bodies of the world, the Chicago Symphony Orchestra was persuaded to appear in a series of open-air programmes at the Swift bridge, in the beautiful band-shell especially designed for the purpose.

Nearly 4,000 people listened to the two opening concerts on Sunday, July 2, and many thousands more were unable to get within hearing distance. These concerts continue twice daily for ten weeks, and seats in this auditorium set in marine surroundings are occupied hours in advance of each program. Some of the leading conductors of the world will direct at these concerts during the season. A great organ provides music between concert periods, and other entertainment features are constantly offered.

Education in Displays.

At the north end of the bridge three displays demonstrate the three-fold service of the company. Opposite them on the main section of the bridge are placed many booths featuring the facilities and products of Swift & Company.

The most crowded spots on the Swift bridge are in front of two puppet shows which feature two of the company's products. In one "Brooksie and Her Pals" never cease to amuse both children and grown-ups. This show familiarizes the public with the purity and quality of cream from which Swift's Brookfield butter is made. The action is a pastoral romance. The other puppet show reveals the victorious battle against dirt in Sunbright Town. Here the masked hero, who conquers the villain Smudge, is finally revealed as Sunbright Cleanser.

Centered in the exhibit of Swift's

Illustrations of the Swift Bridge of Service and its exhibits will be found on pages 30 and 31.

milk-fed poultry is a keyboard containing questions and push buttons. To find the answer the visitor need only push a button and it appears by the magic of electricity in the panel overhead.

Laboratory Tests Guard Quality.

Laboratory activities are shown in a room fully equipped with apparatus used in testing fats and oils, shortening and meat research, with experiments being conducted and researches being made by trained chemists. The visitor sees how smoke tests on lard and shortening are made, how fat melting points are determined and how other information on fats, oils and shortenings are obtained. In connection with this chemical laboratory is a fully equipped bakery in which research work in baking is done.

At one end of this glass-enclosed room D. W. Hartzell, meat merchandising specialist, conducts meat cutting demonstrations daily. At the time each cut is made it is fully explained to the audience. The best methods of utilizing each cut in the home are featured.

Four refrigerated cases show lamb and beef cuts and different varieties of cheese, foreign and domestic, handled by Swift & Company. All of the various meat cuts, including many that most consumers may be unfamiliar with, are labeled for identification. In the exhibit of foreign cheese cards attached to each product tell the country of origin, kind of milk from which the cheese is made, methods of manufacture, and characteristics.

Consumer Is Informed.

One booth features "Premium" branded beef, the various details being planned to emphasize that only cuts from high quality carcasses receive the "Premium" brand. Different steps in the production of branded beef are shown, with illuminated color photographs, from cattle feeding on a Corn Belt farm to consumer purchasing in an up-to-date retail meat market.

Another booth shows steps in dried beef manufacture; a third illustrates how hams and bacon are trimmed, graded, cured, inspected and branded and smoked.

One of the most ingenious and interesting displays is that featuring sausages and ready-to-serve products. Here a line of wax figures, appareled as waiters, march across the lighted booth nodding and bowing and carrying on attractively garnished trays such Swift manufactured meat products as liver cheese, leona sausage, meat loaves, salami, ham, frankfurts, etc.

A booth popular with the ladies is that showing various kinds of pastries, principally cakes, made with Swift lard and shortenings. Another display features the "shortometer," and explains how this instrument is used to test the shortening value of lard and shortening.

At another point is a large map of the United States which informs visitors of the wide extent of Swift facilities and service. Colored lights, flashing in rotation, indicate on this map the location of Swift packing plants, branch houses, shortening plants and car routes. Other lights indicate livestock and population distribution and show the gap that is closed by the facilities and services of the company.

Factors Influencing Livestock Prices.

For those interested in the economics of livestock and meat prices an animated display explains graphically how meat prices are influenced by consumer purchasing power and competition of other foods. Important factors influencing the price the packer can pay for livestock, in addition to consumer purchasing power and the competition of other foods, are the value of animal by-products and the livestock supply.

After surveying these exhibits the visitor may turn to the open-air theater and settle into one of the 1,700 comfortable seats. Immediately in front, across an expanse of water, is the stage, set on piles driven into the lagoon. On this stage is a band shell which serves as a sound reflector for the summer-long series of programs. The program given at this theater on July 3 is typical of those for the remainder of the season: 12 to 2 p. m., organ recital; 2:15 to 3:15 p. m., water sports; 3:20 to 5:30 p. m., Chicago Symphony Orchestra; 5:45 to 7:45 p. m., organ recital; 8:00 to 10:00 p. m., Chicago Symphony Orchestra.

Where the Beef Comes From.

A novel feature of the service in the two restaurants is the means that have been taken to inform guests of the source of supply of the beef served. Once a week James Boyle, chief cattle buyer for Swift & Company, goes into the yards and buys the top load of steers offered that day. The meat from these animals is scientifically aged in the Swift coolers for 4 or 5 weeks, or until the maximum quality has been developed. The meat is then featured in the restaurants, the name of the producer who raised the animals and the commission firm through which they were sold being printed on slips of colored paper attached to the menus.

Both producer and commission firm are informed of the fact that their names are appearing on the restaurant menus during the week in question. News items are also prepared by the Swift publicity division telling the story of the animals purchased and something of the producer. These are sent to the newspapers in the locality in which the producer is located.

Above one restaurant is a pavilion and roofgarden known as the Round-Up, where private parties may partake of the famous Swift steaks and other culinary attractions. Atop the other is another pavilion known as the Swift Haven, where the press and other special guests are made to feel at home by A. D. White, R. D. Hebb, George Clifford and Al Bates of the public relations staff.

The Swift Bridge is in charge of C. H. Smith, of Swift & Company's branch house sales department, and his staff, including a corps of handsomely-uniformed six-foot guards, whose motto is courtesy and service.



HOW PORK PRODUCTS ARE PROCESSED—(Above, left to right): Lang. 2.



CONSUMERS ARE SHOWN.—(Left) Baking experts test shortening values. (Center) Part of the laboratory exhibit. (Right, not shown in picture) Meat cutting demonstrations.

SEEN FROM THE AIR.—(Right) Swift Bridge of Service in perspective. (Foreground) Band shell from which music programs are wafted across the water to thousands of listeners in the amphitheatre. (Left) Swift restaurant with Round Up pavilion on the roof. (Right) Swift restaurant with Swift Haven stop. Exhibits and animated displays occupy the length of the Swift Bridge, beneath the roofs at rear of picture.

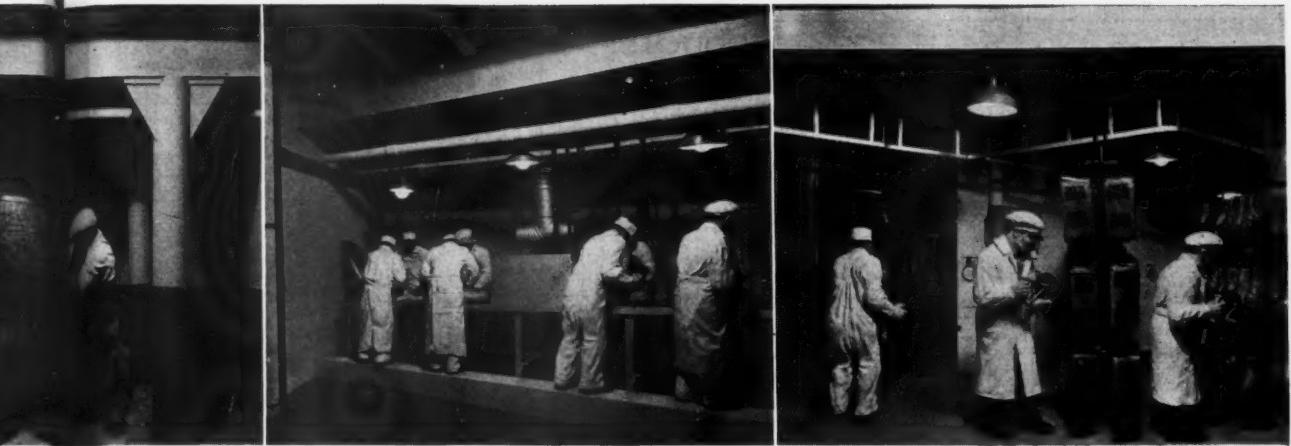


SERVICE.—(Left) Information booth, with six-foot Swift guard in charge, where all questions are courteously answered.

SCIENCE.—(Below, left) Swift laboratory exhibits, showing apparatus used for testing oils and fats.

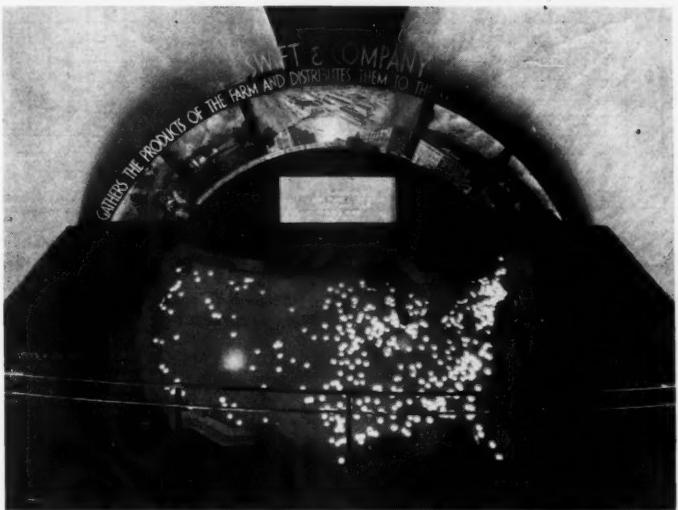
ALLIED LINES.—(Below, right) Variety of cheeses produced and merchandised by Swift produce department.





(ant): 1. Long. 2. Trimming. 3. Curing. 4. Inspection and Branding. 5. Smoking.

Bridge Service Is a Model's Feature



COAST TO COAST COVERAGE.—Animated map indicates by vari-colored lights location of Swift plants, branch houses, produce plants and laboratories. Livestock and population statistics at the sides.

PUPPET SHOWS TELL A STORY.—(Right) "The Masked Hero," who is revealed as Sunbrite Cleanser, defeats the villain Smudge. (Right, below) "Brookside and Her Pals" proclaim the merits of Brookfield butter.



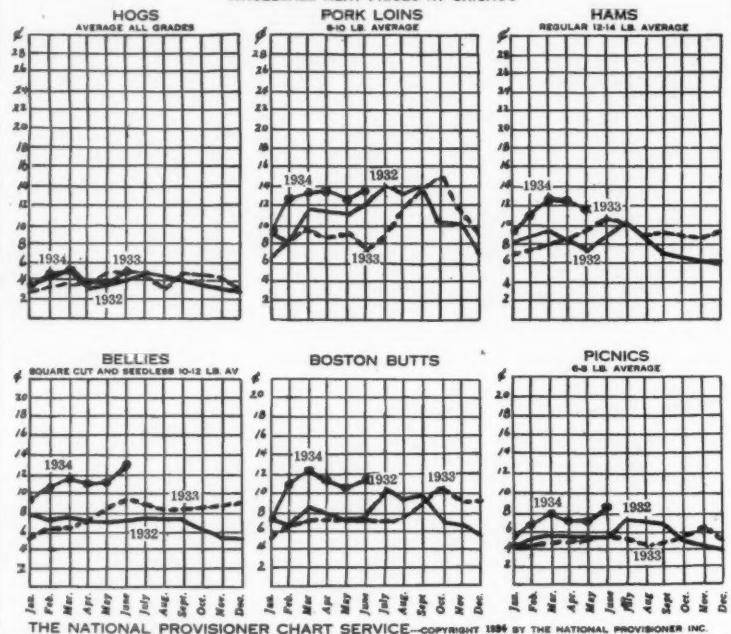
THE MILLIONTH VISITOR.—(Left) Manager C. H. Smith of the Swift Bridge of Service presents a bouquet to Mrs. Janet Thomas, Elgin, Ill., millionth visitor, while Swift guard presents her with Premium ham and bacon gifts.

MEAT DELICACIES PARADE.—(Left, below) Meat loaves and other delicatessen specialties pass before the eyes of observers.



HOGS AND FRESH PORK PRODUCTS

WHOLESALE MEAT PRICES AT CHICAGO



These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show trend of prices of fresh and cured pork products and live hogs at Chicago during June and for the first six months of 1934, compared with those of like periods one and two years ago.

All fresh meat prices took an upward trend during June, as a result of the upward trend in hogs and the generally better situation in the market. Fresh pork supplies were larger during the month than for several months previous and there was some freezing, but product moved well into consump-

tive or curing channels. Cured hams and bellies were strong, but the situation in lard was very weak. In all cases the higher price level, when compared with one and two years ago, is accounted for in large measure by the processing tax, rather than a basically higher price for meats.

Fresh Pork Cuts.

Pork Loins.—While the price of fresh pork loins moved upward during the month this was not particularly marked in view of the low price prevailing in May. Price levels on loins have not

been particularly high in view of the processing tax of nearly 5c per pound which must be taken into consideration in the sales price. There was some compulsory freezing of loins at times during June, close to market prices. However, the position of the market on frozen stocks tended to encourage this action especially when the outlook for smaller supplies in the fall months is considered.

Hams.—There was steady buying of green hams for cure, replacements being large in the light of the good demand for pickled regular and skinned hams, particularly of the medium and heavier averages. Production of these classes has not been large but demand was good. Export outlet is limited.

Bellies.—Green bellies were very active and firm during June, reflecting considerable improvement in the market over that of the two preceding months. Good price gains were recorded.

Boston butts.—While there was a very good trade on Boston butts, and some improvement in price, the market at the close of the period had merely regained the price ground lost in the previous month. Boneless butts also were active, with prices considerably higher, and the market on both Boston and boneless butts was pretty well cleaned up by the close of the period.

Picnics.—Picnics have been dull, although there was a fair trade in the medium and heavy weights for boning purposes. The supply of these averages was not large, but light picnics were plentiful. Slowness in the green product was a reflection of the situation in the market on pickled picnics.

Cured Meats and Lard.

S. P. Hams.—During June pickled hams continued the upward price movement which has been apparent since the beginning of the year. Demand is strong, with supplies of the medium and heavy weights moderate. In the case of boiling hams supplies are very low. A very strong situation prevails on pickled skinned hams, with good buying for prompt and future shipment, buyers in some cases being ready to take August deliveries if they can get them.

Lard.—The position of lard is weak. Prices during June were no higher than those of a year ago, in spite of higher hog prices and a processing tax of around 2½c per pound. Stocks have shown sharp accumulations and the outlet in both domestic and foreign trade is weak.

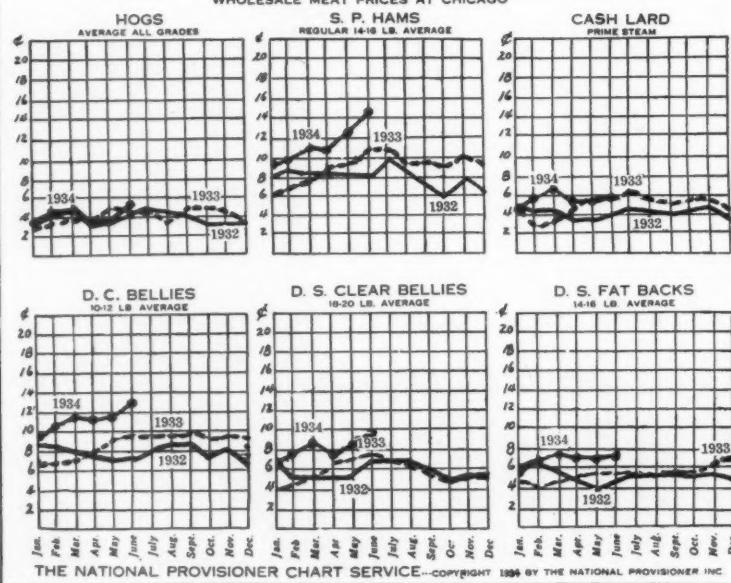
Dry Cure Bellies.—There was an upward price trend in the market for dry cure bellies during June in comparison with steady prices in April and May. The product has shown some accumulation although stocks are not burdensome, reflecting a somewhat slowed up movement through smokehouse channels.

D. S. Bellies.—Stocks of dry salt bellies are not large and the put-down in recent months has been small, owing to the strong demand for green square cut and seedless bellies and the fact that supplies of hogs producing this cut has been limited. The demand for these bellies is good and stocks appear to be in strong hands.

D. S. Fat Backs.—Fat backs continued the steady but low price trend during the month which has been ap-

HOGS AND CURED PORK PRODUCTS

WHOLESALE MEAT PRICES AT CHICAGO



Provision and Lard Markets

WEEKLY REVIEW

Trade Fairly Active — Market Very Steady — Operations Mixed — Cash Trade Quiet — Excessive Warm Weather Factor — Hog Run Slightly Larger — Hogs Steady — Pig Report Bullish.

Operations in hog products were on a fairly good scale the past week, but the market backed and filled with the trend in grains and hogs. Grain markets were unsteady most of the week, but hogs were stubborn and held rather well in the face of some increase in the movement to market. Commission house trade in lard was mixed.

There was some liquidation apparent at times, and some hedging pressure from packinghouse quarters. However, new speculative and investment buying was attracted to the market by a very bullish pig survey, and confirmation in private crop reports of a serious shortage in feed grains compared with last year.

On the other hand, the hot weather throughout the country operated against consumption of meats to some extent. Unsettled financial and political conditions in Germany, with their resultant influence elsewhere in Europe, had an adverse effect on export trade.

Receipts of hogs at western packing points last week were 434,000 head, compared with 358,400 head the previous week and 559,600 head the same week last year.

Cash Trade Moderate.

The increase in the movement of hogs to market undoubtedly followed the recent advance in hog prices. The hog market backed and filled the past week between a top of \$4.90@5.00. Indications were that the slightly increased run of hogs to market would continue for a time, but the general impression was that the run would taper off quickly in the near future.

parent throughout most of the first half of the year. There was fair buying of the lighter weights, which represented the principal stock accumulation of the previous month. Exports of backs were small. Weakness in lard has been reflected in the price trend of this product throughout the year.

Hogs.

While hog supplies during June were larger than those of recent months, and higher than those of a year earlier, indications point to curtailment at least when the spring crop begins to move this fall. It is estimated that this crop is 28 per cent smaller than that of last spring. During the summer the effects of the sow and pig slaughter of last fall will continue to be felt to a certain extent. The development of the corn crop and the price outlook for corn also will have a good deal of influence on mid-summer marketings. In general, however, it is not expected that receipts will be large or in any sense burdensome and prospects appear good for product so long as the receipts are held well within bounds.

While weather conditions have been more favorable for the new corn crop, high temperatures and chinch bugs made for apprehension as to the ultimate outcome.

Private reports as of July 1 pointed to a corn crop of about 2,350,000,000 bushels, a fair average outturn. However, the crop is far from made. Corn indications were offset, however, by the drastic losses in oats, barley and other feedstuffs. These losses, it is contended, probably will increase the cost of feeding for some months to come. And feeding costs will no doubt determine, to some extent at least, the future marketings and raising of hogs.

Cash trade for products was kept down somewhat by the warm weather over the country, but this was looked upon as a more or less routine factor.

Chicago lard stocks increased 9,223,000 lbs. during June to 126,221,000 lbs., compared with 90,520,000 lbs. last year. Meat stocks decreased over 8,000,000 lbs., standing at 99,154,000 lbs. on July 1, compared with 125,551,000 lbs. a year ago.

Pig Report Bullish.

The governments pig survey was bullish. While a sharp drop in hog

(Continued on page 44.)

MORE HAMS FOR ENGLAND.

Temporary increase was made in the ham quota of the United Kingdom this week, according to cable advice to the U. S. Department of Agriculture. This points out that the Board of Trade has granted 20,000 hundredweight (2,240,000 lbs.) additional of ham, to be shipped within 14 days of Tuesday, July 3, "Harmwood Banner & Co. to be notified 48 hours ahead of intention to ship," the cable states.

Possible further increases may be made later. The permission of the Bacon Board will be sought late this week, the cable points out, as the Ministry of Agriculture has assured the board there would be no quota raises without the board's consent. The opinion of the American agricultural attache at London was that as the matter had been under consideration for several weeks there was no doubt of consent.

It is assumed that each company will be permitted to ship hams in accordance with its previous allocation of the quota.

Hog Cut-Out Values Improve

HOGS cut to somewhat better advantage this week owing to decline in hog prices and relatively little change in product values. Scarcity of heavy butcher hogs have kept these kinds at a premium, which is somewhat out of line with the selling value of many heavy green cuts.

Demand for hogs was strong during the three market days of the current week and shipping orders from eastern points took nearly as many hogs as in the four-day period of the previous week, which proved a strengthening factor in the live market. In spite of this, however, prices were 20c to 25c lower than a week earlier.

Light hogs were in plentiful supply, especially weights from 220 lbs. down, and many of these were not very well finished. Extremely heavy butchers

were not in evidence. The percentage of packing sows in the runs increased.

Receipts at the seven principal markets during the three-day period totaled 203,600 head against 291,300 a week earlier and 257,900 in the three-day period a year ago.

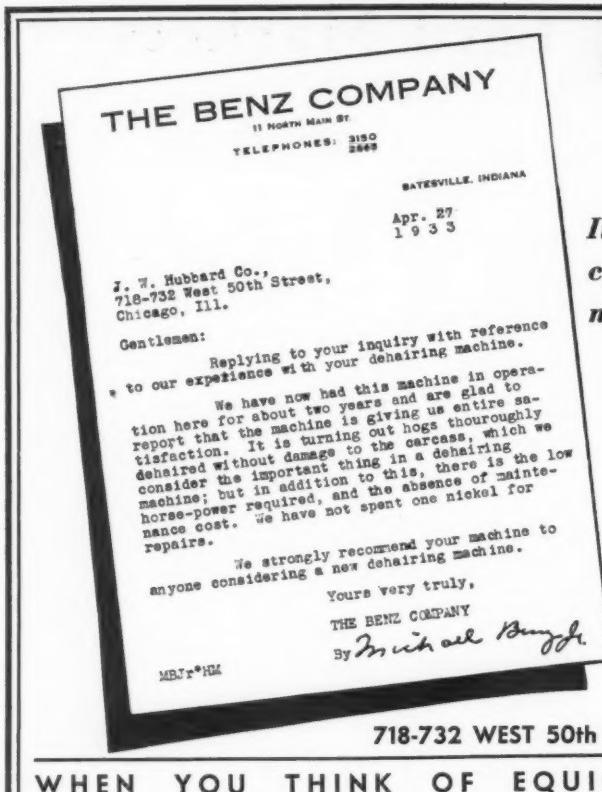
Top for the week at \$5.00, made on the last day of the period, compared with a top of \$5.15 a week ago, \$4.75 a year ago and \$5.50 in the like period two years ago. The average for each day this week was \$4.55.

The following test is worked out on the basis of live hog costs and green product prices at Chicago this week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, representative costs and credits being used. Careful checks should be kept on yields at this season of the year, particularly averages for droves, as this makes a good deal of difference in cut-out values.

	100 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$1.87	\$1.96	\$1.94	\$1.95
Picnics	.52	.48	.46	.42
Boston butts	.47	.47	.47	.47
Pork loins	1.30	1.18	1.06	.94
Bellies, light	1.51	1.48	.96	.32
Bellies, heavy	—	—	.36	.88
Fat backs	—	—	.28	.94
Plates and jowls	.11	.14	.15	.13
Raw leaf	.13	.13	.13	.13
P. S. lard, rend. wt.	.79	.89	.79	.73
Spare ribs	.06	.08	.08	.08
Regular trimmings	.17	.17	.15	.15
Feet, tail, neckbones	.04	.04	.04	.04
Total cutting value (per 100 lbs. live wt.).	\$6.99	\$7.02	\$6.87	\$6.63

Crediting edible and inedible offal values to amounts the cost of well finished live hogs of the processing tax of \$2.25 per hundred, the above totals and deducting from these the weights shown plus all expenses, including following results are secured:

Loss per cwt.	\$.06	\$.29	\$.51	\$.77
Loss per hog	.10	.58	1.20	2.12



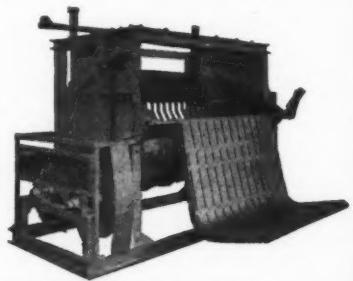
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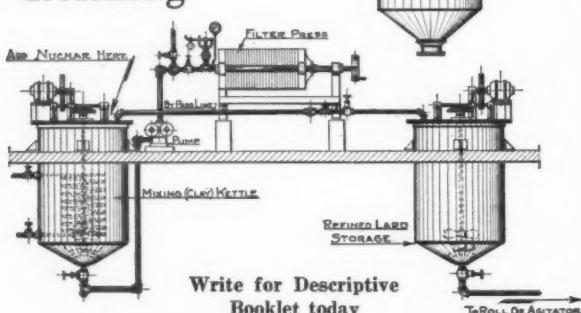
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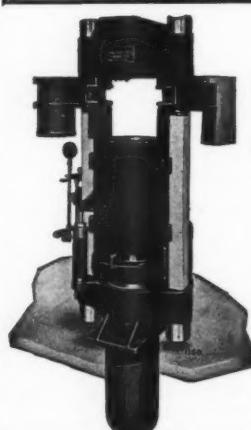
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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—There was no particular activity in the tallow market in the East the past week, although some little routine trading was reported at New York. Extra was steady at 3½c f.o.b., unchanged from the previous week. Offerings were fair, but in the main held above the market. Demand was rather limited, although domestic consumers appeared to be taking a little stuff from time to time.

The export market appeared very quiet, with foreign exchanges steady. The German internal situation may have cut some figure on the foreign markets, but the feature locally was the fact that producers appeared to be in a comfortably sold-up position.

At New York, special was quoted at 3½c; extra, 3¾c; edible, 4¾c.

At Chicago, moderate inquiries were reported in the market for tallow, and the tone was steady to firm, with offerings well held. Edible was quiet at 4¼c; fancy, 4c; prime packers, 3¾c@4c; No. 1, 3¾c; No. 2, 3¾c.

Foreign tallows at Liverpool were somewhat easier this week. Argentine beef tallow, Liverpool, July-August shipment, was off 9d at 16s 9d, while Australian beef, July-August shipment, Liverpool, was off 6d at 17s 9d.

STEARINE—While the market was quiet, with the last business at 5½@5¾c, the tone was very steady. Oleo at New York was quoted at 5¾@6c. At Chicago, the market was quiet but steady. Oleo was quoted at 5¼@5½c.

OLEO OIL—Routine interest continued to feature this market, but the tone was very steady. Extra at New York was quoted at 6½c; prime, 6c; lower grades, 5½c. At Chicago, demand was fair, and the market was firmer. Extra was quoted at 6c.

See page 38 for later markets.

LARD OIL—Demand was moderate, and interest was mostly routine. Prices were steady at New York where extra was quoted at 8c; extra No. 1, 7¾c; No. 1, 7¼c; No. 2, 7c; prime, 9¾c; winter strained, 8¼c.

NEATSFOOT OIL—Demand was moderate, but the market was steady as offerings were not pressing. At New York, cold pressed was quoted at 13½c; extra, 8c; No. 1, 7¾c; pure, 12c.

GREASES—A very steady tone and a fairly active market featured greases at New York the past week. Volume was not large but was fair. Business passed at 3½c f.o.b. for yellow and house and at 3¾c delivered on outside stuff. Offerings were not pressing, but seemed plentiful.

Demand, on the other hand, was not active but was of fair proportions. Steadiness in tallow and other oils and greases had some influence, but both sides appear to be in a comfortable position in greases. Producers are fairly well sold up, while consumers are believed to have taken care of their relatively nearby requirements.

At New York, yellow and house were quoted at 3½c f.o.b.; A white, 3¾c@3½c; B white, 3½@3¾c; choice white, 3¾c.

At Chicago, there was a fair demand for choice white grease and a moderate trade in other grades. The tone was very steady. Choice white was quoted at 3¾@4c; A white, 3¾c; B white, 3½c; yellow, 3½@3¾c; brown, 3¾c.

By-Products Markets

Chicago, July 5, 1934.

Blood.

Market steady with last week.

	Unit
Ground	Ammonia.
Unground	@ 2.35 @ 2.25

Digester Feed Tankage Materials.

Trading continues quiet, buyers and sellers being considerably apart in their ideas.

	Unit Ammonia.
Unground, 10 to 12% ammonia	\$1.70@1.90 & 10c
Unground, 8 to 10% ammonia	1.95@2.15 & 10c
Liquid stick	@2.00

Dry Rendered Tankage.

Buying interest less active. Market lower.

	Hard pressed and exp. unground per unit protein
Soft prsd. pork, ac. grease & quality, ton	\$4.24@4.47½
Soft prsd. beef, ac. grease & quality, ton	@28.00

	@22.00
--	--------

Packinghouse Feeds.

Little change in this market. Prices unchanged from last week.

	Per Ton.
Digestor tankage meat meal.....	@ 30.00
Meat and bone scraps, 50%.....	@ 35.00
Steam bone meal, 65%, special feeding, per ton	25.00@ 27.50
Raw bone meal for feeding.....	@ 30.00

Fertilizer Materials.

Ground fertilizer tankage offered at \$2.00 & 10c.

	High grd. tankage, ground, 10@12% am.
Bone tankage, ungrd., low gd., per ton	\$ 2.00 & 10c
Hoof meal	@ 14.00

	Hoof meal
	@ 2.00

Bone Meals (Fertilizer Grades.)

Market rather dull. Prices nominal.

	Steam, ground, 3 & 50.....
Steam, unground, 3 & 50.....	\$18.00@19.00

	Steam, unground, 3 & 50.....
	15.00@16.00

Horns, Bones and Hoofs.

Little change; prices largely nominal.

	Horns, according to grade.....
Mfg. shin bones.....	\$60.00@90.00

	Mfg. shin bones.....
Cattle hoofs	\$55.00@85.00

	Cattle hoofs
Junk bones	25.00@30.00

	Junk bones
	@15.00

(Note)—Forgoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Market steady with last week.

	Per ton.
Kip stock	@12.00
Calf stock	@15.00

	Sineus, pizzles
	@15.00

	Horn pits
	16.00@17.00

	Cattle jaws, skulls and knuckles.....
	22.00@23.00

	Hide trimmings (new style).....
	@ 8.00

	Hide trimmings (old style).....
	@12.00

	Pig skin scraps and trim, per lb....
	4 @ 4¾c

Animal Hair.

Little change in hog hair prices.

	Summer coil and field dried.....
	½ @ ¾c

	Winter coil dried.....
	1 @ 1¼c

	Processed, black, winter, per lb.....
	6 @ 6¼c

	Processed, grey, winter, per lb.....
	5 @ 5¼c

	Cattle switches, each*
	1 @ 1½c

*According to count.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, July 3, 1934.

Dried blood is held a \$2.50 per unit of ammonia, f.o.b. New York, with the last sale having been made at \$2.25 per unit.

No trading has been done in tankage, ground or unground. South American sold at \$2.60 and 10c, c.i.f. U. S. ports. For the time being prices of potash salts, both domestic and foreign, will have to be considered nominal.

Offerings of dry rendered tankage are plentiful with lower prices.

MARKING BACON FOR BRITAIN.

As bacon and hams imported into Great Britain after July 22, 1934, must bear an indication of the country of origin, under the Merchandise Marks Act, the U. S. Bureau of Animal Industry has issued instructions relating to all federal meat inspectors and packers under federal inspection. This gives detailed information as to the method of marking where the product has the rind on, also when the rind has been removed. The text of these instructions, issued as circular letter 1829, dated June 27, 1934, is as follows:

"In the case of bacon or ham with rind on the indication of origin shall be marked as follows:

"(1) Each side of bacon shall bear the indication of origin branded or stamped durably and conspicuously on the rind in block letters not less than three-quarters of an inch in height and not more than one-twelfth of an inch apart, in two lines of letters joining on the gammon hock and extending from the forelock and the end of the top collar, so that the indication of origin shall appear on all the standard joints or cuts.

"(2) Each ham or separate portion of a ham or of a side of bacon shall be marked on the rind in the manner prescribed in (1) above, and in the same relative position as if such ham or portion of a ham or of a side of bacon had formed part of a complete side of bacon which had been so marked.

"In the case of bacon or ham from which the rind has been removed, the

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indication of origin shall be marked as follows:

"(3) By means of either (A) stamping or branding on the bacon or ham in the manner prescribed in paragraphs (1) or (2) in the case of bacon or ham which has its rind upon it, or (B) printing, stencilling, stamping or branding, indelibly and in a conspicuous manner on each container, wrapper, or other covering in block letters not less than half an inch in height."

LESS LARD TO GERMANY.

In the five years prior to the world war the United States furnished 94.3 per cent of the lard imported into Germany. In 1931 it supplied only 68.6 per cent of the total; in 1932 it shipped 73.1 per cent; and in 1933 it was responsible for 76.4 per cent of all the lard imported into that country. Denmark made the principal inroads on the United States imports. In the pre-war years Denmark supplied only 2.9 per cent of the total, while in 1931 it supplied 25.0 per cent, in 1932 Danish lard amounted to 21.6 per cent, and in 1933 to 20.1 per cent.

GERMANY RAISES MORE PORK.

Per capita consumption of pork and lard in Germany, including the domestic production, the imported meat, fat and offal, for the years 1925 and 1931-1933, inclusive, is reported as follows:

	Domestic pork and lard. lbs.	Im- ported pork. lbs.	Imported hog fat and offal. lbs.	Total. lbs.
1925	54.16	3.11	3.75	61.02
1931	72.51	.68	2.89	76.08
1932	86.89	1.19	3.70	71.78
1933	89.16	.92	2.56	72.64

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended June 30, 1934:

Point of origin.	Commodity.	Amount.
Canada—Bacon	2,783 lbs.	
England—Meat paste	74 lbs.	
England—Ham	200 lbs.	
England—Bacon	1,110 lbs.	
Denmark—Liverpaste	1,553 lbs.	
France—Liverpaste	1,268 lbs.	
France—Cotech tripe	724 lbs.	
Germany—Sausage	2,402 lbs.	
Germany—Ham	7,726 lbs.	
Holland—Liverpaste	1,369 lbs.	
Irish Free State—Bacon	1,750 lbs.	
Irish Free State—Ham	277 lbs.	
Italy—Sausage	1,321 lbs.	
Poland—Sausage	1,966 lbs.	
Poland—Ham	8,699 lbs.	

INTEREST IN WOOL MARKET.

A little business has been closed recently in the Boston wool market in strictly combing 50s, 60s, % blood, Ohio and similar fleeces. Most sales in the last few days have been at 33c in the grease. Mills are trying to buy at 32c but not very much strictly combing staple bright wool is available at this figure. A little is being done in strictly combing 48s, 50s, ½ blood fleeces, which are quoted at 31@32c in the grease for graded lines.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, June 1, 1934, to June 30, 1934, totaled 9,430,184 lbs.; tallow, 1,226,485 lbs.; greases, none; stearine, 550,400 lbs.

Exports of lard from New York City, July 1, 1934, to July 3, 1934, totaled 338,425 lbs.; stearine, 14,000 lbs.

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., July 5, 1934.—Cotton oil was steady with firmer undertone. Crude was practically exhausted, straggling unsold stocks being held for 5c lb. or higher against 4½ c lb. bid for Valley and 4½ c lb. for Texas. Soapstock inquiries are increasing with stocks nominal. Hogs and cattle statistics extremely bullish and will ultimately lift cotton oil values substantially; more so, if cotton crop meets with backsets.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., July 5, 1934.—Prime cottonseed oil, 4½ c lb.; forty-three per cent meal, \$27.00; hulls, \$11.00.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., July 6, 1934.—Crude cottonseed oil, 4½ c lb.; forty-one per cent protein cottonseed meal, \$24.00; loose cottonseed hulls, \$8.00.

MARGARINE MATERIALS USED.

Oleomargarine produced and materials used in manufacture during May, 1934, with comparisons:

Ingredients of Uncolored Margarine:	May, 1934. Lbs.	May, 1933. Lbs.
Butter	515	390
Cocomanut oil	9,329,970	12,172,625
Corn oil	300	11,443
Cottonseed oil	3,312,848	1,435,290
Derivative of glycerine	40,553	35,794
Lecithin	193	132
Milk	4,096,262	4,711,188
Neutral lard	509,329	710,346
Oleo oil	1,269,399	1,041,658
Oleo stearine	347,302	296,346
Oleo stock	32,832	40,578
Palm oil	44,253	44,253
Peanut oil	179,938	179,061
Salt	1,100,093	1,111,571
Soda (benzoate of)	6,433	8,236
Sugar	12,596	7,632
	20,238,565	21,815,543

Ingredients of Colored Margarine:	May, 1934. Lbs.	May, 1933. Lbs.
Cocomanut oil	66,112	68,974
Color	205	206
Cottonseed oil	35,771	55,840
Derivative of glycerine	327	74
Milk	71,828	102,741
Neutral lard	22,777	29,773
Oleo oil	64,144	50,023
Oleo stearine	6,620	5,788
Oleo stock	1,160	18,087
Palm oil	2,658	19,900
Peanut oil	2,444	2,444
Salt	20,317	26,892
Soda (benzoate of)	15	17
Soybean oil	54	11
	311,523	412,932

Total ingredients for colored and uncolored	May, 1934. Lbs.	May, 1933. Lbs.
20,550,088	22,228,475	

MAY MARGARINE PRODUCTION.

Margarine production in May, 1934, showed a decrease of 8.7 per cent from the production of the same month a year earlier, according to figures reported by margarine manufacturers to the Bureau of Internal Revenue, as follows:

	May, 1934. Lbs.	May, 1933. Lbs.
Production of uncolored mar-	18,024,572	19,689,060
Production of colored mar-	241,420	342,424
Total Production	18,265,992	20,031,493
Percent Decrease, 8.7		
Uncolored margarine withdrawn tax paid	17,937,235	18,961,291
Colored margarine withdrawn tax paid	40,250	41,460

COTTON OIL TRADING.

COTTONSEED OIL—Market ruled steady but demand was moderate. July deliveries were readily taken care of. Prices fluctuated with futures; Southeast, 5c sales; Valley, 4½ @ 5c; Texas, 4½ @ 4½ c.

Market transactions at New York:

Friday, June 29, 1934.

—Range—
Sales. High. Low. Bid. Asked.

Spot	.....	.....	.....	a
July	.....	9	585	580
Aug.	.....	.....	.....	592
Sept.	.....	23	590	587
Oct.	.....	6	598	598
Nov.	.....	.....	.....	610
Dec.	.....	10	618	615
Jan.	.....	6	624	625
Feb.	.....	.....	.....	640

Sales, including switches, 54 contracts. Southeast crude, 5c sales.

Saturday, June 30, 1934.

Spot	.....	.....	.....	a
July	.....	.....	.....	590
Aug.	.....	.....	.....	592
Sept.	.....	12	590	589
Oct.	.....	3	597	597
Nov.	.....	.....	.....	608
Dec.	.....	6	618	617
Jan.	.....	.....	.....	621
Feb.	.....	.....	.....	623

Sales, including switches, 23 contracts. Southeast crude, 5c sales.

Monday, July 2, 1934.

Spot	.....	.....	.....	a
July	.....	3	580	580
Aug.	.....	.....	.....	585
Sept.	.....	5	587	580
Oct.	.....	4	592	585
Nov.	.....	.....	.....	592
Dec.	.....	9	616	607
Jan.	.....	.....	.....	614
Feb.	.....	.....	.....	612

Sales, including switches, 21 contracts. Southeast crude, 5c bid.

Tuesday, July 3, 1934.

Spot	.....	.....	.....	a
July	.....	2	580	580
Aug.	.....	.....	.....	581
Sept.	.....	2	585	582
Oct.	.....	4	589	587
Nov.	.....	.....	.....	595
Dec.	.....	9	610	606
Jan.	.....	1	615	613
Feb.	.....	.....	.....	616

Sales, including switches, 18 contracts. Southeast crude, 5c bid.

Wednesday, July 4, 1934.

HOLIDAY—No market.

Thursday, July 5, 1934.

July	.....	590	590	587	a	590
Dec.	.....	610	608	608	a	608
Jan.	.....	619	616	611	a	617

See page 38 for later markets.

ASK MARGARINE TAX RELIEF.

Oleomargarine was the subject of one of the resolutions passed by the National Association of Retail Grocers at its recent annual meeting in Chicago. This resolution reaffirmed the association's opposition to discriminatory taxes on this product and recommended the repeal of state licenses and taxes on margarine made from home grown fats and oils. Modification of the federal laws to eliminate wholesale and retail licenses was recommended.

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Vegetable Oil Markets

WEEKLY REVIEW

Trade Fair — Market Steady — Cotton Reports Mixed — Weather Mostly Unfavorable — Cash Trade Moderate — Crude Markets Firm — Pig Report Bullish.

A moderate but fair volume of trade featured cotton oil the past week. Prices backed and filled but maintained a rather firm undertone, averaging slightly better than the previous week. Fluctuations were due more or less to mixed trends in allied commodities, but, on the whole, cotton oil displayed quite a little independence the past week.

Unfavorable cotton crop prospects and a very bullish Government pig report served to check selling pressure in oil and induced scattered buying and some covering. Commission house trade, however, was mixed, the bulges running into realizing, partly due to uncertainty over conditions in Texas, the holiday which broke up the week, and unsettled financial and political conditions in Germany.

At no time did any considerable pressure materialize, and it took but scattered commission house absorption to maintain values. Sentiment, in the main, appeared friendly for the long pull. Reports from cash circles were more or less routine, warm weather throughout the country serving to keep down activity and consumption somewhat. Crude markets maintained the previous week's strength, but crude oil attracts but passing attention at his season of the year.

Crop Estimated Under 10 Million Bales.

There was scattered selling at one time during the week on a break in cotton due to reports of rains in Texas. Subsequent details, however, disclosed that the rainfall was very limited except in some local areas. Temperatures continued well above 100 degrees at numerous points in the Texas belt, and droughty conditions continued.

After a spell of better weather in

the central and eastern belts, with some indications that weevil were being held in check, renewed unfavorable showery conditions developed in the eastern territory. These brought numerous complaints of unsatisfactory conditions.

Conditions are emphasized best by the fact that private reports are now estimating under 10,000,000 bales. The latest private report placed the crop condition at 66.8 per cent, compared with 71.9 per cent the previous month and 71.4 per cent last year. The indicated crop was estimated at 9,843,000 bales, compared with 13,047,000 bales a year ago. The report said the crop failed to make the usual June improvement and lost 5.1 points in condition for the month. Weevil infestation was reported heavy. The plans were retarded by too much rain in the East and lack of rain in the West. Central belt conditions were reported good.

Crude markets were quiet during the week, but some business was passing in the Southeast at 5c. Valley was quoted at 4%@5c; Texas, 4%@4%c.

Small Production of Edible Fats Forecast.

The Government June 1 pig report placed the number of pigs saved in the United States in the spring season of 1934 at 37,427,000 head, or 14,595,000 head under the previous year. The decrease was about 28 per cent. The decreases, both in number and in percentage, are the largest in a single year, as indicated by the records of hog slaughter, for the last 50 years.

While a sharp decrease was looked for in the spring pig crop, the reduction exceeded the fondest bullish hopes. The pig report, together with the cotton crop estimated at under 10,000,000 bales, served to emphasize the decided outlook for a steadily strengthening statistical position in edible fats.

Oil and lard production, it appears, will be materially smaller than recent years, so much so that the outlook is for a marked reduction in the burdensome stocks of oil that have overhung the market for the past several seasons.

COCOANUT OIL — There was no par-

ticular activity in evidence in this market, and conditions were quiet and unchanged. Spot oil at New York was quoted at 2%c; shipment, 2%c.

CORN OIL — Market was rather firm. Sales passed at 5c, and sellers later were asking 5%c Chicago, being influenced to some extent by strength in cottonseed oil.

SOYA BEAN OIL — Rather quiet and routine conditions prevailed, but the market was steady. Spot at New York was quoted at 5%c; July, 5½c; August, 6c mills.

PALM OIL — Consumer interest appeared very limited, and the market was dull and more or less nominal. At New York, spot Nigre was quoted at 2½c; shipment Nigre, 3c; Sumatra, 2½c.

PALM KERNEL OIL — Market was dull and nominal and quoted at 2%@2% bulk in bond New York.

OLIVE OIL FOOTS — Interest was small and routine. Market at New York was steady and without change and quoted at 7¼@7½c.

RUBBERSEED OIL — Market nominal.

SESAME OIL — Market nominal.

PEANUT OIL — Market was quiet but steady and quoted at 5¼c f.o.b. southern mills.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., July 3, 1934.

The cottonseed meal market regained all its Monday's losses and prices were bid up on reports of improved consumptive demand from the West and sales of the cash at full prices. There was a fair underlying investment interest, but volume was curtailed by scarcity of offerings. July was firm, selling near the close at \$24.20; August, \$24.70; September, \$25.00@25.20, with additional bids at the latter figure unfilled. The market closed steady at advances of 35@50c.

Cottonseed did not follow meal and trading was quiet with little interest either way. The market closed at unchanged prices.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

Chicago,
Illinois

HAMMOND'S
Mistletoe
MARGARINE

Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were quiet and steady the latter part of the week. Trade was mixed and there was no undue pressure. Cash market was moderately active and hogs were steady, top at Chicago being \$5.00. Compound lard at New York advanced $\frac{1}{4}$ c lb. in carlots to $7\frac{1}{4}$ c; smaller lots, 8c lb.

Cottonseed Oil.

Cotton oil was quieter and steady in a mixed trade. There was some selling today on reports of rains in Texas and Oklahoma, but the drought was not completely broken. Crude, southeast, 5c lb. nominal; Valley, $4\frac{1}{4}$ c lb. bid; Texas, $4\frac{1}{4}$ c lb. nominal.

Quotations on bleachable cottonseed oil at New York Friday noon were: July, \$5.82@5.85; Aug., \$5.84@5.85; Sept., \$5.82@5.86; Oct., \$5.88@5.92; Nov., \$5.96@6.02; Dec., \$6.07@6.12; Jan., \$6.10@6.18; Feb., \$6.15@6.29.

Tallow.

Tallow, extra, $3\frac{3}{4}$ c lb. f.o.b.

Stearine.

Stearine, 5%@6c lb. plants.

Friday's Lard Markets.

New York, July 6, 1934.—Lard, prime western, \$4.70@4.80; middle western, \$4.55@4.65; city, $4\frac{1}{4}$ c; refined Continent, 4%@4%; South American, \$4.78 @5.00; Brazil kegs, 5%@5c; compound, car lots, 7%@.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, July 6, 1934.

General provision market steady but firm; fair inquiries for hams; very poor demand for lard.

Friday's prices were as follows: Hams, American cut, 93s; hams, long cut, 85s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 72s; Wiltshires, unquoted; Cumberrals, exhausted; Canadian Wiltshires, 76s; Canadian Cumberlands, 67s. Spot lard was quoted at 24s 3d.

LIVERPOOL PROVISION STOCKS.

On hand July 1, 1934, estimated by Liverpool Trade Association:

	July 1, 1934.	June 1, 1934.	July 1, 1933.
Bacon, lbs.	292,096	249,984	452,480
Hams, lbs.	398,606	760,816	635,808
Shoulders, lbs.	1,120	2,912	86,712
Butter, lbs.	1,264,480	1,513,568	1,497,532
Cheese, lbs.	2,435,040	2,259,936	1,802,864
Lard, steam, tierces	1,164	1,469	2,006
Lard, refined, tons.	5,519	4,546	1,668

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to July 6, 1934, show exports from that country were as follows: To the United Kingdom, 126,332 quarters; to the Continent, 327. Exports the previous week were: To England, 68,344 quarters; to Continent, 9,041.

MEAT AND LARD STOCKS.

Meat stocks at seven principal markets continued their downward trend during June, but lard stocks just as consistently moved upward. Hog supplies were less than a month earlier, but were larger than the receipts of February, March or April this year. They were considerably smaller than in the same month a year ago, but larger than those of two years ago. For the first six months of the year receipts exceeded those of the same period of last year.

It is apparent, therefore, that consumptive demand for pork meats has continued good, although the fact that considerable quantities of both meat and lard were drawn off the market for relief use must be regarded as an important factor.

Domestic consumption of lard has hardly kept pace with that for meat, but the principal influence in the increase of lard stocks is to be found in the export situation. Decline in demand, especially in lard for the Continent, coupled with inability of some exporters to continue to pay the processing tax on this product without prompt refund from the federal government, is reflected in the increasing stocks of this commodity.

When compared with the same period a year earlier, stocks of all meat cuts show sharp declines.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on June 30, 1934, with comparisons as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	June 30, 1934.	May 31, 1934.	June 30, 1933.
Total S. P. meats	174,848,080	182,639,825	210,768,762
Total D. S. meats	43,785,276	51,166,163	64,054,686
Total all meats	225,792,326	248,475,549	289,496,636
P. S. lard	122,785,798	111,108,923	85,697,012
Other lard	26,424,881	19,895,283	35,534,222
Total lard	149,210,679	131,004,208	121,231,234
S. P. regular hams	43,105,496	46,598,117	49,033,552
S. P. skinned hams	51,207,938	57,357,590	59,184,460
S. P. bellies	54,505,144	54,514,863	60,745,792
S. P. picnics	25,777,478	23,988,553	32,607,058
D. S. bellies	32,602,107	38,443,322	47,968,586
D. S. fat backs	9,299,700	11,245,715	14,556,520

CANADIAN MEAT EXPORTS.

Considerable increase is shown in the export of bacon from Canada to Great Britain during May, 1934, compared with the same month a year ago. Bacon exports totaled 13,912,600 lbs. during the month and 7,627,600 lbs. a year previous.

Total exports of meat products from Canada for May, 1934, compared with the same month a year ago, are as follows: Beef, May, 1934, 406,500 lbs.; May, 1933, 435,600 lbs. Bacon, May, 1934, 13,966,400 lbs.; May, 1933, 7,806,500 lbs. Pork, May, 1934, 150,700 lbs.; May, 1933, 145,600 lbs. Mutton and lamb, May, 1934, 31,000 lbs.; May, 1933, 49,100 lbs. Lard, May, 1934, 9,400 lbs.; May, 1933, 20,400 lbs. Lard compounds, May, 1934, 7,900 lbs.; May, 1933, 15,500 lbs.

CHICAGO PROVISION STOCKS.

Stocks of meat and lard on hand in Chicago, June 30, 1934:

	June 30, 1934.	May 31, 1934.	June 30, 1933.
All kinds of bbl. pork, bris.	18,425	18,522	19,962
P. S. lard, lbs.	107,674,265	104,440,943	67,978,040
Other kinds of lard, lbs.	18,547,720	12,652,983	22,542,221
D. S. Cl. bellies, made since Oct. '33, lbs.	13,210,072	15,808,908	17,603,301
D. S. Cl. bellies, made previous to Oct. 1, '33, lbs.	10,000	191,400	
D. S. rib bellies, made since Oct. 1, '33, lbs.	1,546,436	1,763,651	2,951,580
Ex. Sh. Cl. sides, made since Oct. 1, '33, lbs.	1,800	2,200	2,600
D. S. Sh. fat backs, lbs.	1,865,288	2,749,001	4,946,232
D. S. shdhrs., lbs.	92,590	121,133	13,400
S. P. hams, lbs.	18,418,633	20,707,362	23,071,419
S. P. skinned hams, lbs.	21,054,893	24,977,631	24,374,619
S. P. bellies, lbs.	21,966,297	23,825,443	28,775,864
S. P. California shdhrs., lbs.	10,913,005	10,003,980	16,207,765
S. P. shdhrs., lbs.	86,700	66,000	88,900
Other cuts of meat, lbs.	9,989,065	7,263,177	7,517,756
Total cut meats, lbs.	90,154,770	107,435,874	125,553,456

N. Y. HIDE FUTURE PRICES.

Saturday, June 30, 1934—No session.

Monday, July 2, 1934—Old Contracts—Close: Sept. 7.30 sale; Dec. 7.60 n; Mar. 7.70 n; sales 7 lots. Closing 20@25 lower.

Standard—Close: Sept. 8.25 b; Dec. 8.40 b; Mar. 8.60@8.61; June 9.00 sale; sales 63 lots. Closing 15@30 lower.

Tuesday, July 3, 1934—Old Contracts—Close: Sept. 7.40 b; Dec. 7.80 b; Mar. 7.90 n; sales 3 lots. Closing 10@20 higher.

Standard—Close: Sept. 8.50 n; Dec. 8.65 sale; Mar. 8.90 sale; June 9.05@9.15; sales 68 lots. Closing 5@30 higher.

Wednesday, July 4, 1934—Holiday.

Thursday, July 5, 1934—Old Contracts—Close: Sept. 7.40 b; Dec. 7.80 b; Mar. 7.90 n; sales none. Closing unchanged.

Standard—Close: Sept. 8.40@8.55; Dec. 8.55 b; Mar. 8.80@8.85; June 9.00@9.10; sale 5 lots. Closing 5@10 lower.

Friday, July 6, 1934—Old Contracts—Close: Sept. 7.20n; Dec. 7.55n; Mar. 7.65n; sales none. Closing 20@25 lower.

Standard—Close: Sept. 8.20@8.30; Dec. 8.45@8.50; Mar. 8.63 sale; June 8.85@8.90; sales 26 lots. Closing 10@20 lower.

CANADIAN STORAGE STOCKS.

Cold storage stocks of meat in Canada on June 1, 1934, with comparisons, are reported as follows by the Dominion Live Stock Branch:

	June 1, 1934.	May 1, 1934.	June 1, 1933.
Beef, lbs.	7,941,057	8,849,520	8,057,416
Pork, lbs.	30,886,337	32,022,194	40,153,802
Mutton and lamb, lbs.	928,273	1,923,193	794,649

HULL OIL MARKETS.

Hull, England, July 3, 1934.—(By Cable.)—Refined cottonseed oil, 15s; Egyptian crude cottonseed oil, 12s 6d.

The National Provisioner

Hide and Skin Markets

Chicago.

PACKER HIDES.—Trading in practically all hide markets was at a standstill this week, due to the uncertainty over the eventual size of the slaughter of drought area cattle, and the apparently conflicting news reports from press bulletins.

An early report was to the effect that while 580,806 beef cattle had been bought up to July 2nd on ranges in the western drought area, there was no established goal or quota in cattle purchases; that it was a matter of relief to drought areas and buying and processing was expected to continue only so long as the situation warrants.

There were various other reports abroad to the effect that the plan had developed into a livestock reduction program and was not confined entirely to drought areas. However, a good part of the recent purchases of cattle are understood to have been shipped to southeastern sections for feeding, and the slaughter of such animals would of course be delayed considerably, without the sudden increase in hide production that was feared earlier.

Tanners will soon be facing the fall shoe run and hides are needed. Unless necessary quantities of hides are wetted down soon, operations for the fall run will be handicapped. The uncertainty over the near future supply of hides has frightened buyers out of the market for the moment. Numerous bids are reported, however, around 7½c basis for light native cows, or couple cents down from last trading prices, but packers are not inclined to press offerings on the market at present, feeling that the final outcome will not be as disastrous to the market as was feared by buyers. Some results are expected from meeting between packers and tanners next week.

All quotations of previous week are repeated in a strictly nominal way, pending trading.

SMALL PACKER HIDES.—Quotations are purely nominal for local small packer all-weights, with nothing at the moment on which to base prices. Trading will be necessary to establish this market.

The Pacific Coast market is still at a standstill, due to the longshoremen's strike, which has tied up shipping for some time past. Last trading, previous week, was 5,600 hides sold locally at 7½c for April and 8c for May steers and cows, flat, f.o.b. Butchertown.

FOREIGN WET SALTED HIDES.—South American market very quiet. Last trading, middle of previous week, was 4,000 LaPlatas and 4,000 LaBlancas sold to Russia at 55 pesos, equal to 9½c, c.i.f. New York.

COUNTRY HIDES.—No recent trading reported in country hides on which to base market prices. The effect of the general paralysis of all hide markets is keenly felt in this market. Quotations of last week are repeated in a strictly nominal way, due to the absence of both bids and asking prices at the moment. Some are inclined to feel that

the general alarm over the situation has been over-done and that the effect of the drought slaughter cattle will not be so disastrous to hide markets as at first appeared.

CALFSKINS.—This market also affected by the slaughter of government purchased cattle and calves, with the same uncertainty as to the eventual size of operations, and trading has been at a standstill. One packer had disposed of June light calf, under 9½c lb., previous week at a premium, part going at 13c and balance later at 12½c; another packer had sold part of June lights early at 13c. Last trading in heavy calf, 9½/15 lb., was at 14½c for May St. Louis skins, and this price was quoted in a nominal way.

One collector sold a car Chicago city 10/15 lb. calfskins early this week at 10c, or a cent under previous sale, and more offered; last trading on 8/10 lb. was at 10c, previous week, and while no bids are reported at present the spread has narrowed between light and heavy calf and some inclined to consider lights worth about as much as heavies. Outside cities, 8/15 lb., quoted 9½@10c, nom.; mixed cities and countries, 8½@9c; straight countries, 7½@8c, all nominal quotations. Bidding 70c for Chicago city light calf and deacons; asking 80c, last trading price.

KIPSKINS.—Packer kipskins, May take-off, last sold at 11c for southern natives and 10c for southern overweights, or on basis of 12c for northern natives and 11c for northern overweights; branded at 10c. Market at a standstill here, also, and trading awaited to establish values.

Chicago city kipskins quoted around 9½c, nom., with last sale a cent higher. Outside cities quoted 9½@9½c; mixed cities and countries, 8½@9c; straight countries, 7½@8c, nom.

HORSEHIDES.—Market continues quoted around \$3.00@3.25 for choice city renderers and \$2.75@3.00 for mixed city and country lots, No. 2's at 50c less.

SHEEPSKINS.—Dry pelts quoted around 13c, nom., for full wools; short wools half-price. Packer shearlings easier; one packer sold three cars at 65c for No. 1's and 50c for No. 2's; clips sold in another direction at 30@35c. Market generally quoted within a range of 2½c of these prices at present. The apparent intention to include sheep in the government controlled slaughter plan has also upset the market on all pelts considerably, but not to as great extent as the hide market. Pickled skins quiet and dull and variously quoted around \$4.00@4.25 per doz. straight run at present. Packer spring lambs generally quoted \$1.00 per cwt. live lamb, or 68@75c each; one independent packer secured 97½c per cwt. late last week; outside small packers 55@65c each.

New York.

PACKER HIDES.—Trading was at a standstill this week, awaiting the clarifying of the situation in the western market. All packers had sold their June native steers earlier at 10½c, these running mostly heavies which enjoyed a

good demand. One car June butt branded steers sold previous week at 10c, and a car all-weight cows at 9c.

CALFSKINS.—The only trading reported so far this week was a car of collectors' kipskins 12/17 lb. at \$2.35. Last trading in collectors' calfskins was at 90c for 5/7's, \$1.10 for 7-9's, and \$2.10 for 9-12's, with packers' calf quoted on that basis around \$1.00, \$1.20 and \$2.25. Market reported weaker in a nominal way late this week.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended July 6, 1934, with comparisons, are reported as follows:

	PACKER HIDES.	Week ended July 6.	Prev. week.	Cor. week, 1933.
Spr. nat. strns.	10 @10½n	10 @10½n	13 @13½	
Hvy. nat. strns.	10 @10½n	10 @10½	13 @13	
Hvy. Tex. strns.	@10n	@10	@13n	
Hvy. but. brnd'd strns.	@10n	@10	@13	
Hvy. Col. strns.	@9½n	@9½	@12½	
Ex-light Tex. strns.	@9n	@9	@12n	
Brnd'd cows.	@9n	@9	@12ax	
Hvy. nat. cows.	@9n	@9	@12ax	
Lt. nat. cows.	@9½n	@9½ax	@10½	
Nat. bulls.	@12n	@6½	10 @10½	
Brnd'd bulls.	5½ @6n	5½ @14½	18 @20	
Calfskins.	12½ @14½	12½ @14½	18 @20	
Hvy. nat.	@12n	@12	@17	
Kips. ov.-vt.	@11n	@11	@16	
Kips. brnd'd.	@10n	@10	@15	
Slunks. reg.	@60	@60	85 @1.10	
Slunks. hrs.	35 @50	35 @50	40 @50	

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Nat. all-wts.	@9n	@9n	11½ @12n	
Branded.	@8½n	@8½n	11 @11½	
Nat. bulls.	6 @6½n	6 @6½	9 @9½	
Brnd'd bulls.	5½ @5n	5½ @5n	8½ @9n	
Calfskins.	9½ @10	10 @11	15 @16½	
Kips.	@9½n	@10½	@14	
Slunks. reg.	50 @60n	50 @60n	85 @85ax	
Slunks. hrs.	25 @40n	25 @40n	30 @40n	

COUNTRY HIDES.

Hvy. steers.	6 @6½n	6 @6½	7 @7½	
Hvy. cows.	6 @6½n	6 @6½	7 @7½	
Buff.	7½ @7n	7½ @7½	9 @9n	
Extremes.	8½ @8n	8½ @8½	9½ @10	
Bulls.	3½ @4n	3½ @8½	5½ @6	
Calfskins.	7½ @8n	8 @8½	10½ @11	
Kips.	7½ @8n	8 @8	10 @10	
Light calf.	25 @35n	25 @35n	50 @65	
Deacons.	25 @35n	25 @35n	50 @65	
Slunks. reg.	20n	20n	20n	
Slunks. hrs.	10n	10n	10n	
Horsehides.	2.75 @3.25	2.75 @3.25	2.85 @3.50	

SHEEPSKINS.

Pkr. lambs.	68 @75	68 @75	1.00 @1.10	
Sml. pkr. lambs.	55 @65	50 @55	70 @80	
Pkr. shearlings.	65 @70	70 @70	65 @65	

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended June 30, 1934, were 3,254,000 lbs.; previous week, 3,216,000 lbs.; same week last year, 4,448,000 lbs.; from January 1 to June 30 this year, 119,492,000 lbs.; same period a year ago, 119,502,000 lbs.

Shipments of hides from Chicago for the week ended June 30, 1934, were 6,498,000 lbs.; previous week, 6,415,000 lbs.; same week last year, 6,542,000 lbs.; from January 1 to June 30 this year, 154,452,000 lbs.; same period a year ago, 140,480,000 lbs.

NEW YORK MEAT SEIZURES.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended June 30, 1934, were as follows: Meat—Brooklyn, 6,502 lbs.; Manhattan, 437 lbs.; Bronx, 7 lbs.; Queens, 5 lbs.; Richmond, 76 lbs.; total, 7,027 lbs. Poultry—Manhattan, 168 lbs.; Bronx, 5 lbs.; total, 173 lbs.

Live Stock Markets

CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, July 5, 1934.

CATTLE—Compared with last Friday: Market receipts comparatively moderate; early trade in practically all grades and classes was very dull and weak to lower; closing market was active and unevenly higher. Practically all steers, excepting very thin grassy kinds, closed 25c higher than a week earlier. Well finished steers scaling over 1,100 lbs. were in broadest demand. Market was a largely \$6.50@9.25 fed steer trade, with better grade heavies \$9.25 upward; top, \$10.40. There were very few steers scaling over 1,300 lbs. in the run; best 1,145-lb. averages, \$9.25; long yearlings, \$9.00. There were not many yearling steers above \$8.50; native and southwestern grassers, \$3.00 @5.00; shorted offerings, \$5.25@6.00; all except thin grassy heifers, 25@40c higher; top fed 889 lbs., \$7.35; grass cows, 25c lower; grainfeds, firm; bulls, 15@25c higher; vealers, 50c higher at \$4.75@5.50.

HOGS—Compared with last Friday: Market generally 10@15c lower; packing sows off a similar amount; light lights and pigs, 25c lower. Week's top was \$5.00, against \$5.15 last week, and \$4.75 a year ago. Practical top late Thursday was \$4.90; bulk better grade 220 to 350 lbs., \$4.75@4.90; 170 to 220 lbs., \$4.15@4.75; 140 to 170 lbs., \$3.50 @4.15; pigs, \$2.50@3.25, packing sows, \$3.75@4.25.

SHEEP—Compared with last Friday: Lambs, mostly 25c lower; yearling and aged sheep, steady. Largest range lamb run of the year was a feature of the week, with sluggishness in dressed trade the depressing factor on hoof prices. Week's top, \$8.50, paid for natives; best westerns, \$8.40; closing top, \$8.35; bulk week's range offerings, mainly from Idaho, \$8.25@8.40; most natives, \$8.00@8.25; moderately sorted common to choice yearlings, \$5.50@6.75; slaughter ewes, \$1.00@2.25.

KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., July 5, 1934.

CATTLE—Most all killing classes of cattle were under pressure the forepart of the week, with a moderate decline on native grain feds, and losses of 25c or

more on grass cattle. Native grain fed steers, yearlings and fed heifers finished the week in fairly active demand at prices steady to easier with last week's close. There was no reaction late on grass cattle. The week's top of \$8.50 was paid for 1,290- to 1,386-lb. steers, while \$8.00 was scored on choice 952-lb. yearlings. Bulk of fed steers cashed from \$5.75@8.00, and a spread of \$3.00@5.50 took common to medium grass steers. Vealers ruled steady to weak; practical top, \$4.50.

HOGS—The week's hog trade has been slow, with little fluctuation in prices. Some widening of the price range has occurred as choice butchers with weight have been scarce. A top of \$4.70 was reached on Tuesday's session, with most desirable 180-lb. averages and above selling in a spread of \$4.40@4.65. Packing sows are around 10c lower for the week; largely \$3.50@3.85.

SHEEP—Bulk of supply consisted of native lambs, although a fair percentage of fed yearlings showed up. Natives continued to show the effects of hot dry weather and short pastures. Lamb and yearling prices declined 15@25c, with yearlings at the maximum loss. Sheep held steady. Native lambs topped for the week at \$7.85, and best yearlings cleared at \$6.00. Fat ewes moved at \$1.50@2.00.

ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., July 5, 1934.

CATTLE—Compared with close of preceding week: Fed steers, 15@25c higher; others, 25c lower; most mixed yearlings and heifers, strong; common grade, 25c lower; cowstuff, steady; sausage bulls, 10@15c higher; vealers, 25c higher. Bulk of steers brought \$5.50@7.75, top medium weights scoring \$8.65; best heavies and top yearlings, \$8.00; most good and choice mixed yearlings, \$5.50@6.25; medium fleshed descriptions, largely \$4.50@5.25; top heifers and best mixed yearlings, \$6.60. Beef cows went largely at \$2.50@3.25; top, \$4.60; low cutters, principally \$1.25@1.75. The session closed with top sausage bulls \$3.25; top vealers, \$4.75.

HOGS—Hog prices ruled uneven here during the past week, with closing sales 10@15c higher on 180 lbs. and up. Pig-stuff and sows were mostly steady. A top of \$4.90 was paid in late trade, with majority of final selling on 180 to 240 lbs., \$4.75@4.85; 150- to 170-lb. aver-

ages, \$3.90@4.65; 130 to 150 lbs., \$3.40 @4.00; 125 lbs. down, \$3.00@3.25; sows, \$3.75@4.00.

SHEEP—Good and choice lambs encountered lower selling during the period just closed, and prices are 25@50c lower on these. Throwouts and sheep were maintained on a steady basis. Practical top on lambs was \$8.25; closing top, \$8.00; bulk of good and choice kinds, \$7.50@7.75. Throwouts held at \$4.00 mostly; fat ewes, \$2.25 downward.

OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., July 5, 1934.

CATTLE—Moderate receipts enabled sellers to clear steers and yearlings on a firm basis; heifers and cows, steady to 25c higher; bulls, strong to 10c higher; vealers, unchanged. Fed steers and yearlings found release largely at \$5.75 @7.75; several loads all representative weights, \$8.00@8.50. The top, \$9.50, was paid for strictly choice 1,277-lb. average. Bulk fed heifers, \$5.25@6.00; a few loads, \$6.00@6.50; bulk beef cows, \$2.25@3.25; a few heavy grain fed cows, up to \$5.00; cutter grades, \$1.50@2.25; medium bulls, \$2.50@2.90; beef bulls, up to \$3.50; vealers, mostly \$3.50@4.00, a few selects up to \$5.00.

HOGS—Compared with Saturday, hog prices were steady to 5c higher. Thursday's top was \$4.55, with the following bulks: Good to choice 180- to 300-lb. average, \$3.75@4.50; 300- to 350-lb. weights, \$4.15@4.40; extreme weight butchers, down to \$2.85; sows, \$3.75@3.90, a few \$3.95; stags, \$2.25@3.25; killer pigs, up to \$3.25.

SHEEP—Lamb prices declined 50c and yearlings 15@25c. Aged sheep were steady compared with last Friday. Thursday's bulk sorted native and range lambs, \$7.25@7.75; top natives, \$7.85; good to choice yearling, \$5.50@6.00; good to choice ewes, \$1.75@2.50.

SIOUX CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., July 5, 1934.

CATTLE—Higher prices characterized the market for slaughter steers, yearlings and she stock late in the week. In some cases not only were the opening declines wiped out but some betterment was noted over a week ago. Choice 1,081-lb. steers topped at \$8.75, long yearlings ranged up to \$8.15, and most grain feds moved at \$5.50@7.50. Load lots of heifers under 800 lbs. sold up to \$6.50. Beef cows went freely at \$2.50@3.50, and low cutters and cutters moved at \$1.50@2.00 for the most part. Bulls strengthened late, and medium grades reached \$2.90 on shipping account. Vealers were weak to 50c lower, with a \$4.50 practical top.

HOGS—Moderate receipts failed to stimulate demand, and under a sluggish dressed pork trade a weaker undertone prevailed on most sessions. Compared with last Friday, butchers showed 5@10c losses, while packing sows held fully steady. Thursday's top held at \$4.45, while bulk of 210- to 290-lb. butchers ranged \$4.25@4.40. Good and choice 290- to 380-lb. heavies cleared at \$4.00 @4.25, with 160- to 200-lb. lights noted at \$3.50@4.20. Light lights sold down

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to \$3.25. Packing sows moved mostly at \$3.85@4.00.

SHEEP—An undependable demand at dressed markets, together with a holiday at mid-week, forced price schedules for lambs and yearlings to lower levels. Compared with late last week, live trade rates were fully 40@50c lower. Local supplies were limited to a few lots of native lambs at \$7.50@7.85. Maximum figure was week's top, Idaho range lambs, \$7.75. Slaughter ewes exhibited little change, odd lots going at 50c@\$2.00, according to weight and finish.

ST. PAUL

By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.

So. St. Paul, Minn., July 3, 1934.

CATTLE—Grain-fed steers have been scarce in cattle receipts this week, plainer and grassy offerings predominating. Several cars of western grass cattle remained over from Monday's dull session. Better grade slaughter steers sold at \$5.50@7.00, choice long-feds being absent. Common to medium grades turned at \$3.00@4.50. Medium to good slaughter heifers brought \$3.50@5.75; choice dry-feds up to \$6.50 or above; cutter and common heifers, \$1.50@3.25. Grass-fat cows were weak at \$2.25@3.00; better kinds, \$3.25@4.00; low cutters and cutters, \$1.25@2.00. Common to good bulls ranged from \$2.25@3.25. Good to choice vealers bulked at \$4.00@4.50, a few \$5.00; medium and plainer grades, \$1.50@3.00.

HOGS—Hogs were steady to weak; spots lower; better 170 to 320 lbs., \$4.25@4.50; medium grades and heavier weights, down to \$4.00 or below; bulk light lights, \$3.25@4.00; bulk sows, \$3.60@3.90; slaughter pigs being salable at \$2.50@3.00.

SHEEP—Lambs sold mostly 25c lower today, with bulk desirable natives at \$7.50; throwouts, mainly \$4.75; odd lots yearlings, \$4.50@5.50; slaughter ewes, mostly \$1.00@1.75.

CORN BELT DIRECT TRADING.

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., July 5, 1934.

Hog prices at 22 concentration points and 7 packing plants in Iowa and Minnesota showed some advance for the week, but the undertone of the trade was comparatively slow until Thursday on virtually everything but desirable

medium and heavy weight butchers and good packing sows. Late loadings slowed up due to good rains in many localities and cooler temperature; current trade was fairly active at 5@10c over last week's close, with good to choice 220 to 300 lbs. mostly \$4.30@4.55; long hauled loads, to \$4.60 and occasionally \$4.65; 310 to 350 lbs., mostly \$4.20@4.50; 180 to 210 lbs. \$4.00@4.50; light lights, \$3.10@4.00; most packing sows, \$3.50@3.80, few, \$3.90; big weights, \$3.40 down.

Receipts unloaded daily for the week ended July 5 were as follows:

	This week.	Last week.
Fri., June 29.....	30,300	21,500
Sat., June 30.....	21,100	21,700
Mon., July 2.....	41,800	42,100
Tues., July 3.....	17,700	14,800
Wed., July 4.....	Holiday	
Thur., July 5.....	22,200	32,600

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended June 30, 1934:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended June 30.....	304,000	463,000	253,000
Previous week	236,000	406,000	223,000
1933	195,000	616,000	273,000
1932	166,000	394,000	324,000
1931	158,000	422,000	271,000
1930	146,000	578,000	249,000

Hogs at 11 markets:

Week ended June 30.....	408,000
Previous week	351,000
1933	535,000
1932	325,000
1931	373,000
1930	522,000
1929	522,000

At 7 markets:

Week ended June 30.....	Cattle.	Hogs.	Sheep.
Previous week	161,000	293,000	134,000
1933	153,000	445,000	154,000
1932	125,000	256,000	178,000
1931	125,000	336,000	191,000
1930	111,000	458,000	181,000
1929	145,000	456,000	150,000

ST. LOUIS HOGS IN JUNE.

Receipts, weights and range of top prices of hogs at National Stock Yards, Ill., for June, 1934, with comparisons, are reported by H. L. Sparks & Co.:

	June, 1934.	June, 1933.
Receipts, number	235,966	322,562
Average weight, lbs.	200	214

Top prices:

Highest	\$5.10	\$5.00
Lowest	3.50	4.50
Average cost	4.02	4.48

Quality of hogs has improved in the last few weeks. Corn prospects within a radius of 200 or 300 miles from St. Louis look very good according to Mr. Sparks. He says that with the advance in hog prices, the farmers will make some choice hogs, but that there is still plenty of light stuff.

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HOGS AT YEAR'S TOP.

June hog receipts at eleven principal markets of the country totaled 1,782,000 head compared with 2,281,000 a year ago and 1,576,000 in the same month two years ago. Monthly receipts at these markets so far this year exceeded the June receipts only in January and May. For the six months ended with June receipts totaled 11,635,000 head, 144,000 more than in the like period of 1933.

Hogs at Chicago averaged heavier during the month than in any other month so far this year. The average weight was 236 lbs., which was light when compared with the 252 lb. average in the same month a year ago, 244 lbs. two years ago and 246 lbs. in the same month of 1931.

Top price for June at \$5.25 was the highest for the year. The month's average price of \$4.20 was exceeded in February and March when the average was \$4.35. This lower June average is accounted for in large measure by the large number of light, unfinished hogs marketed in this period.

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary, week June 28:

BUTCHER STEERS.

	Up to 1,050 lbs.	Week ended June 28.	Prev. week.	Same week, 1933.
Toronto	\$ 6.25	\$ 6.75	\$ 6.00	
Montreal	5.85	6.00	5.50	
Winnipeg	5.50	5.50	5.25	
Calgary	4.60	4.50	4.50	
Edmonton	4.50	4.50	4.50	
Prince Albert	4.00	4.00	3.50	
Moose Jaw	4.75	5.00	4.50	
Saskatoon	4.50	4.50	4.40	

VEAL CALVES.

Toronto	\$ 6.00	\$ 6.50	\$ 6.00
Montreal	5.75	5.25	5.50
Winnipeg	4.00	5.00	4.50
Calgary	4.50	5.50	4.75
Edmonton	3.50	4.00	4.00
Prince Albert	3.00	...	...
Moose Jaw	4.00	5.00	3.50
Saskatoon	4.00	3.50	...

SELECT BACON HOGS.

Toronto (1)	\$ 9.75	\$ 9.85	\$ 6.45
Montreal*	8.75	10.00	8.50
Winnipeg*	8.85	8.85	8.50
Calgary (1)	8.35	8.35	5.75
Edmonton*	8.50	8.35	5.80
Prince Albert*	8.45	8.55	5.55
Moose Jaw*	8.00	8.60	5.60
Saskatoon*	8.45	8.45	5.55

GOOD LAMBS.

Toronto (1)	\$ 8.50	\$ 9.50	\$ 9.00
Montreal*	8.50	9.50	8.50
Winnipeg*	7.00	8.00	7.50
Calgary (1)	6.50	7.50	5.50
Edmonton*	6.00	6.00	5.00
Prince Albert*	6.00	...	5.00
Moose Jaw*	7.00	7.00	5.00
Saskatoon*	6.00	7.50	4.50

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, June 30, 1934, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
4,000			
500			
2,000			
100			
1,500	Armour and Co.	5,047	3,074
500	Swift & Co.	4,065	3,056
100	Morris & Co.	2,977	1,017
300	Wilson & Co.	5,582	5,329
5,000	Anglo-Amer. Prov. Co.	489	2,318
200	G. H. Hammond Co.	2,575	1,173
400	Shippers	12,149	9,005
100	Others	26,319	24,364
200	Brennan Pkg. Co., 4,432 hogs; Hygrade Food Products Corp., 2,765 hogs; Agar Pkg. Co., 3,302 hogs.		
Total: 59,503 cattle, 20,800 calves, 56,500 hogs, 12,511 sheep.			
100	Not including 1,802 cattle, 1,325 calves, 40,084 hogs and 35,635 sheep bought direct.		

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
12,000	Armour and Co.	6,492	3,739	6,189
6,000	Cudahy Pkg. Co.	5,004	2,133	2,918
8,000	Morris & Co.	2,096	1,215	5,337
4,000	Swift & Co.	6,648	4,199	6,396
6,000	Wilson & Co.	6,549	2,291	4,095
1,000	Independent Pkg. Co.	313	11	11
3,000	Others	6,137	286	3,259
7,000	Total	33,016	18,868	23,368
600				23,379

OMAHA.

	Cattle & Calves.	Hogs.	Sheep.
1,000	Armour and Co.	8,500	14,888
1,500	Cudahy Pkg. Co.	8,547	10,857
300	Dold Pkg. Co.	1,386	7,304
600	Morris & Co.	2,599	1,495
1,000	Swift & Co.	7,811	8,479
200	Eagle Pkg. Co.	12	12
Others	21,641		
Total: 30,846 cattle and calves; 64,664 hogs, and 15,726 sheep.			

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
200	Armour and Co.	2,046	1,942	6,602
300	Swift & Co.	2,818	3,706	4,691
2,000	Morris & Co.	1,015	1,399	850
400	Hunter Pkg. Co.	1,329	1,585	165
500	Heil Pkg. Co.	12	12	12
500	Krey Pkg. Co.	275	51	669
200	Shippers	5,370	2,655	16,406
Others	2,686	546	12,898	
Total	15,539	10,299	40,138	20,335

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
2,500	Swift & Co.	5,386	2,122	17,751
5,500	Armour and Co.	4,837	1,553	12,031
3,000	Others	1,755	315	956
2,500	Total	11,978	3,990	34,786
1,000				17,900

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
13,300	Cudahy Pkg. Co.	4,786	749	14,315
200	Armour and Co.	4,132	1,600	14,856
400	Swift & Co.	3,951	1,007	8,807
700	Shippers	2,486	1	9,976
300	Others	165	26	25
1,400	Total	15,520	3,473	47,979
1,600				4,754

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
6,000	Armour and Co.	2,575	1,123	1,736
2,000	Wilson & Co.	2,528	1,266	1,661
2,000	Others	202	49	450
500	Total	5,303	2,438	3,847
500				2,324

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
800	Cudahy Pkg. Co.	868	3,199	1,200
300	Dold Pkg. Co.	525	59	940
200	Wichita D. B. Co.	16	1	18
500	Dunn-Osterberg	95	1	1
2,500	Fred W. Dold & Sons	89	221	1
300	Sunflower Pkg. Co.	105	136	1
1,500	Total	1,098	644	2,596
500				1,272

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
5 mos.	Armour and Co.	3,002	3,389	9,478
1934	Cudahy Pkg. Co.	477	1,518	2,218
289,483	Swift & Co.	4,971	5,286	14,029
244,232	United Pkg. Co.	2,223	77	2,308
3,500	Others	1,166	23	4,238
1,500	Total	20,107	14,753	27,745
500				4,616

KILL.

stock in
comparisons,
shows:

KILL.

What are proper temperatures for cutting hogs? See "PORK PACKING," The National Provisioner's latest book.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,206	1,182	3,469	23,289
Swift & Co.	1,002	150	2,927	18,378
Others	1,372	276	3,000	16,404
Total	3,870	1,608	9,405	58,071

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,018	5,517	7,902	950
Omaha Pkg. Co., Chi.	52	1	129	1
R. Gunz & Co.	59	50	26	26
Armour and Co., Mil.	561	2,746		
Others	591	572	4	213
Total	5,537	9,432	8,130	1,297

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,697	592	34,350	3,571
Armour and Co.	467	634	1,533	1
Hillman Bros.	90	26	1,125	1
Stumpf Bros.	90	102	10	10
Indiana Prov. Co.	20	19	174	1
Meler Pkg. Co.	86	7	194	1
Schussler Pkg. Co.	1	1	215	1
Maas-Hartman Co.	27	11	1	1
Art Wabnitz	2	38	32	1
Shippers	1,427	1,241	18,655	2,236
Others	457	91	338	661
Total	4,284	2,659	36,845	6,510

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall & Son.	7	356	243	1
Ideal Pkg. Co.	11	526	4,468	4,120
E. Kahn's Sons Co.	1,268	326	4,120	1
Kroger G. & B. Co.	45	354	2,110	1
J. Lohrey Pkg. Co.	5	241	1	1
H. H. Meyer Pkg. Co.	20	2,893	1	1
A. K. Miller Pkg. Co.	3	1,000	1	1
J. F. Schlaechter & Sons	174	180	112	1
J. F. Stegner & Co.	16	2,881	48	48
Shippers	57	480	8,067	10,246
Others	1,372	557	362	322
Total	3,299	2,420	15,178	15,001

	Week ended.	Prev. week.	Cor. week.
Chicago	55,568	109,567	48,952
Kansas City	42,954	78,868	27,236
1933	32,200	154,700	49,400
1932	16,322	25,700	51,300
1931	31,700	92,700	57,300
1930	24,700	80,300	38,900
1929	21,800	107,200	42,000

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 25	24,650	6,510	26,035	13,476
Tues., June 26	11,932	6,526	21,793	6,166
Wed., June 27	12,627	2,716	22,006	9,620
Thurs., June 28	7,929	3,142	21,765	10,595
Fri., June 29	5,233	2,662	18,930	6,368
Sat., June 30	4,000	1,000	9,000	4,000
Total this week	66,370	22,556	119,529	50,225
Previous week	59,864	21,329	101,790	34,241
Year ago	43,974	9,530	161,089	50,452
Two years ago	34,645	9,167	91,552	30,284

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.

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CHICAGO SECTION

D. I. Davis, famous packinghouse engineering authority, now a resident of El Paso, Tex., was a Chicago visitor this week.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 33,344 cattle, 14,987 calves, 40,236 hogs, 10,052 sheep.

Carroll Griffith, of Griffith Laboratories, is spending the entire month of July vacationing in Alaska, reaching the interior via the Skagway river.

John W. Hall sails from Montreal on July 14 for a tour of Great Britain and Ireland. Due warning has been given the custodians of Blarney Castle, County Cork.

I. W. Fowler, managing director of the Fowler Casing Co., Ltd., London, England, was in Chicago this week with Mrs. Fowler, on his annual inspection tour. He reports conditions considerably improved abroad.

James T. White, manager of Swift & Co. plants at San Francisco, has been made general manager of the company's entire Pacific Coast territory. Previous to his six years' location on the Coast Mr. White was manager at Milwaukee and at Dallas, Tex.

George W. Whitting, of Wm. Davies Co., Inc., Chicago, with his wife and five children, is spending two weeks at Pelican Lake and Rhinelander, Wis. Several consignments of fish have been received, although not sufficient to supply his host of friends.

Provision shipments from Chicago for the week ended June 30, 1934, with comparisons, were as follows:

	Week June 30.	Previous week.	Same week, '33.
Cured meats, lbs.	21,121,000	22,617,000	19,652,000
Fresh meats, lbs.	40,942,000	42,878,000	38,592,000
Lard, lbs.	5,705,000	4,609,000	5,501,000

CATTLE AND SHEEP MARKETS.

Scarcity of fancy heavy steers featured the cattle market during June, and resulted in the highest top price for the year, while in spite of the light run of lambs, prices dropped. Conditions in the cattle market are in sharp contrast to those of a year ago when supplies of heavy cattle flooded the market. The government's drought cattle program was in full sway during the period and while these cattle did not enter the regular trade channels it was felt that the heavy receipts had a depressing effect on the price of lower grade cattle.

At Chicago the top price for beef steers was \$10.40 and the average \$7.85. Both figures are the highest for any month of 1934. In June, 1933, the average price was \$7.35, two years ago it was \$5.80 and in 1932 it was \$6.65. The average weight of all cattle received at this market during the month at 915 lbs. was the lightest for the year, being 80 lbs. less than the June, 1933, average, 79 lbs. less than two years ago and 89 lbs. less than in June, 1931.

Top lamb prices at Chicago at \$10.00 and the average at \$8.50 were the lowest for any month so far this year with the exception of January. In June, 1933, the average price was \$7.40 and in 1932 it was \$5.80. The average weight of lambs at 72 lbs. was the lightest for any month so far this year, and lighter than in the same month of each of the past three years.

CARL FOWLER PASSES ON.

Carl Fowler, vice-president of Wilson & Co., in charge of sales, died suddenly at his home in Park Ridge, Ill., on June 30, at the age of 49 years. He had been in ill health for some time and had not been actively engaged in his work for about six months.

For many years Mr. Fowler was head of the branch house department of the Cudahy Packing Co. He left this position to engage in the packing business



KEEN AND COURAGEOUS.

Carl Fowler, well-known young packer sales executive, who died suddenly on June 30.

for himself, conducting a plant at Kansas City. Later he became associated with Wilson & Co., and late in 1929 was made vice-president in charge of sales.

One of the best-known young executives in the business, Mr. Fowler's failing health and death came as something of a shock to his many acquaintances and friends in the industry. He was regarded as a man of unusual ability along sales lines, with a keen vision of the fundamentals necessary for success in this branch of the industry.

He is survived by his widow, one son and a daughter. Funeral services were held from the family residence at 432 Ashland av., on Tuesday afternoon, July 3, with interment in the Town of Maine cemetery.

PACKER AND FOOD STOCKS.

Price ranges of packers', leather companies', chain stores' and food manufacturers' listed stocks, July 3, 1934, or nearest previous date, with number of shares dealt in during week, and closing prices, July 3, 1934:

	Sales. Week ended July 3.	High. July 3.	Low. July 3.	—Close.— July 3. June 27.
Amal. Leather.	200	4	4	4 1/4
Do. Pfd.	.....	.....	.....	33 1/2
Amer. H. & L.	100	7	7	7
Do. Pfd.	.....	31 1/2	31 1/2	32 1/2
Amer. Stores.	200	42 1/2	42 1/2	42 1/2
Armour A.	36,000	5 1/2	5 1/2	6 1/2
Do. B.	20,200	2 1/2	2 1/2	3
Do. Ill. Pfd.	5,800	69 1/2	68 1/2	70 1/2
Do. Del. Pfd.	1,100	92 1/2	92 1/2	91 1/2
Armour & Co. N.	30,700	5 1/2	5 1/2	6 1/2
Do. Pfd.	19,800	61 1/2	59 1/2	61 1/2
Beechnut Pack.	300	64	64	63 1/2
Bohack, H. C.	.....	.....	.....	50
Do. Pfd.	.....	.....	.....	50
Chick Co. Oil.	400	26 1/2	26 1/2	27 1/2
Childs Co.	4,200	6	6	6
Cudahy Pack.	3,300	46 1/2	45 1/2	47 1/2
First Nat. Strs.	2,200	65	63 1/2	63 1/2
Gen. Foods.	14,000	31 1/2	30 1/2	31
Gobel Co.	7,000	6 1/2	6 1/2	7
Gr.A.&P.1stPfd.	60	128	125	126 1/2
Do. New.	40	135	135	135 1/2
Hornell G. A.	50	17	17	17
Hygrade Food.	600	3 1/2	3 1/2	3 1/2
Kroger G. & B.	6,200	31 1/2	30 1/2	31 1/2
Libby McNeill.	6,750	5	5	5
McMarr Strs.	.....	.....	.....	5 1/2
Mayer, Oscar.	.....	.....	.....	8 1/2
Mickelberry Co.	900	1 1/2	1 1/2	1 1/2
M. & H. Pfd.	.....	.....	.....	9
Morrell & Co.	100	45 1/2	45 1/2	45 1/2
Nat. Fd. Pd. A.	.....	.....	.....	1 1/2
Do. B.	.....	.....	.....	1 1/2
Nat. Leather.	400	1 1/2	1 1/2	1 1/2
Nat. Tee.	2,000	12	12	12 1/2
Proc. & Gamb.	7,900	36 1/2	36 1/2	36
Do. Pr. Pfd.	290	113 1/2	113	113
Ran. Pack.	.....	.....	.....	25 1/2
Safeway Strs.	2,800	49	48 1/2	49
Do. 1% Pfd.	750	107	106 1/2	106
Do. 7% Pfd.	440	111	111	111
Stahl Meyer	.....	.....	.....	5 1/2
Swift & Co.	37,000	17 1/2	17 1/2	18
Do. Int'l.	7,150	30 1/2	30 1/2	31 1/2
Trunz Pork.	.....	.....	.....	15
U. S. Cold Stor.	.....	.....	.....	33 1/2
U. S. Leather.	1,900	8	8	8
Do. A.	300	13 1/2	13 1/2	13 1/2
Do. Pr. Pfd.	100	58	58	58
Wesson Oil	3,000	24	24	22 1/2
Do. Pfd.	300	58 1/2	58 1/2	58
Wilson & Co.	13,000	7 1/2	7 1/2	8
Do. A.	51,400	24 1/2	23 1/2	24 1/2
Do. Pfd.	6,300	82 1/2	81 1/2	83

APRIL MEAT CONSUMPTION.

Federally-inspected meats apparently available for consumption during April, 1934, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

	Consumption, lbs.	Per capita, lbs.
BEEF AND VEAL.		
April, 1934	449,000,000	3.6
April, 1933	337,000,000	3.0
PORK (INC. LARD).		
April, 1934	519,000,000	4.1
April, 1933	597,000,000	4.8
LAMB AND MUTTON.		
April, 1934	48,000,000	.38
April, 1933	56,000,000	.45

PROVISION AND LARD MARKETS.

(Continued from page 33.) The population was anticipated as a result of Government relief purchases, Government reduction contracts and the drought, nevertheless the decrease in the prospective supplies exceeded all expectations.

A decrease of 28 per cent in the spring pig crop of 1934 from that of 1933, and a prospective decrease of 38 per cent in the number of sows to farrow in the fall season of 1934, compared

F.C. ROGERS, INC.

NINTH AND NOBLE STREETS
PHILADELPHIA

PROVISION BROKER

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange



SERVICE to Meat Packers

Unequalled quality and perfect uniformity of CALVEG Onion and Garlic Powders; Peeled Pimiento Flakes; Vegetable Meat Loaf Mixture; and Green Bell Pepper Flakes are the reasons why the well-known distributors at the right handle CALVEG exclusively!

THE BURBANK CORP., Burbank, Calif.

with the number that farrowed in the fall of 1933, were indicated.

The decreases, both in number of head and in percentage, are the largest in a single year, indicated by records of hog slaughter, for the last 50 years.

Number of pigs saved in the United States in the spring season of 1934 (December 1, 1933, to June 1, 1934), is estimated at 37,427,000 head, or 14,595,000 head less than the previous year.

The decrease in this year's spring pig crop resulted from a decrease in the number of sows farrowed, as there was but little change in the average number of pigs saved per litter. The estimated number of sows farrowing in the spring of 1934 was 6,418,000 head, compared with 8,866,000 head in 1933, and 8,691,000 head in 1932. The decrease

CHICAGO:
Sokol & Company

CINCINNATI:
Frank Tea & Spice Co.

Detroit:
Asmus Brothers

PHILADELPHIA:
J. K. Laudenbarger, Inc.
612-16 West York St.

PITTSBURGH:
Con Yeager Co.

ST. LOUIS:
Jas. H. Forbes
Tea & Coffee Co.

SAN FRANCISCO:
California Casing Co.
1180 Folsom St.

for the United States was 28 per cent and for the Corn Belt, 28 per cent. Average number of pigs saved per litter this spring was 5.83; last spring, 5.87, for the United States. For the Corn Belt comparable figures are 5.89, against 5.90.

PORK—Market was steady at New York. Mess was quoted at \$19.12½; family, \$19.75; fat backs, \$13.75@15.75 per barrel. Demand was kept down by hot weather.

LARD—Market was fairly steady and demand was moderate. At New York, prime western was quoted at 4.70@4.80c; middle western, 6.55@6.65c; New York City tierces, 4½c; tubs, 6½c; refined Continent, 4½c; South America, 5c; Brazil kegs, 5½c; compound, car lots, 7½c; smaller lots, 7¾c.

Peacock Brand

PACKINGHOUSE SPECIALTIES

QUALITY

IS ALWAYS
IN STYLE
WHEN
YOUR
SALSAUCE
AND OTHER
PROCESSED MEATS
ARE PREPARED
WITH
PEACOCK BRAND
PRODUCTS

Wm J. Stange Co.
CHICAGO

At Chicago, regular lard in round lots was quoted at 5c over July; loose lard, 47½c under July; leaf lard, 50c under July.

BEEF—Demand was quiet at New York, but the market was steady. Mess was nominal; packer, nominal; family, \$12.50@13.50; extra India mess, nominal.

CANADIAN BRANDED BEEF.

Sales of branded beef in Canada during May, 1934, totaled 4,397,269 lbs., those for the same month of 1933 being 2,754,678 lbs. Sales of the first or red brand in May, 1934, amounted to 1,465,394 lbs. and those of the blue brand or second brand 2,931,875.

H. P. HENSCHIEN

ARCHITECT
Established since 1909

PACKING PLANTS — PLANT ADDITIONS
RECONDITIONING FOR GOVT. INSPECTION
59 E. Van Buren St., Chicago, Ill.

SMITH, BRUBAKER & EGAN

ARCHITECT & ENGINEERS

30 No. LaSalle St. CHICAGO, ILLINOIS.

SERVING
THE MEAT PACKING INDUSTRY

Superior Packing Co.

Price Quality Service

Chicago



St. Paul

DRESSED BEEF
BONELESS BEEF and VEAL
Carlots
Barrel Lots

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Thursday,
July 5, 1934.

REGULAR HAMS.

	Green.	*S.P.	LARD—
8-10	13%	13%	July 6.52½ 6.62½ 6.52½ 6.62½ b
10-12	13%	Sept. 6.85 6.90 6.85 6.90	
12-14	14%	Oct. 6.97½ 7.02½ 6.97½ ax	
14-16	14%	Nov. 7.12½ b	
16-18 range	14½	Dec. 7.20 7.25 7.20	
	14	Jan. 7.30 7.30	

BOILING HAMS.

	Green.	*S.P.	LARD—
16-18	15½	July 6.62½ 6.62½ 6.60 6.60 ax	
18-20	15½	Sept. 6.92½ 6.92½ 6.80 6.82½ b	
20-22	15	Oct. 7.05 7.05 6.92½ b	
16-22 range	15	Nov. 7.12½ 7.12½ 7.07½ ax	

SKINNED HAMS.

	Green.	*S.P.	LARD—
10-12	15%	July 6.62½ 6.62½ 6.60 6.60 ax	
12-14	16	Sept. 6.92½ 6.92½ 6.80 6.82½ b	
14-16	16	Oct. 7.05 7.05 6.92½ b	
16-18	16	Nov. 7.12½ 7.12½ 7.07½ ax	
18-20	15	Dec. 7.22½ 7.22½ 7.17½ 7.17½ ax	
20-22	14	Jan. 7.37½ 7.37½ 7.27½ ax	
22-24	13	July 9.45n	
24-26	12½	Sept. 9.60n	
25-30	11½	.....
30-35	11	.....

PICNICS.

	Green.	*S.P.	LARD—
4-6	8%	8%	July 6.57½ 6.62½ 6.57½ 6.62½ b
6-8	8½	8½	Sept. 6.82½-85 6.90 6.82½ 6.90 ax
8-10	8¾@8½	8½	Oct. 6.97½ 7.00 7.00
10-12	8¾@8½	8½	Nov. 7.07½ n
12-14	8¾@8½	8½	Dec. 7.25 7.25 7.22½ b
Short shank ½c over.	8¾@8½	8½	Jan. 7.32½ n

BELLIES.

(Square cut seedless)
(S. P. ¼c under D. C.)

	Green.	*D.C.	LARD—
6-8	13%	13½	July 6.67½ 6.67½ b
8-10	13%	13½	Sept. 6.90 6.90 6.87½ n
10-12	13%	13½	Oct. 7.00 7.00
12-14	13%	13½	Nov. 7.07½ n
14-16	13	12½	Dec. 7.25 7.25 7.22½ ax
16-18	12½	12½	Jan. 7.32½ n

*Quotations represent No. 1 new cure.

D. S. BELLIES.

	Clear.	Rib.	LARD—
14-16	10%	.....	July 9.52½ 9.62½ 9.62½ b
16-18	9%	.....	Sept. 9.62½ 9.67½ 9.67½ ax
18-20	9%	.....	.....
20-25	9%	.....	.....
25-30	9%	.....	.....
30-35	9½	.....	.....
35-40	9%	.....	.....
40-50	9%	.....	.....
50-60	9½	.....	.....

D. S. FAT BACKS.

	7	7½	7¾	8½
8-10	7	7½	7¾	8½
10-12	7	7½	7¾	8½
12-14	7	7½	7¾	8½
14-16	7	7½	7¾	8½
16-18	7	7½	7¾	8½
18-20	7	7½	7¾	8½
20-25	7	7½	7¾	8½

OTHER D. S. MEATS.

Extra short clears	35-45	9½ n
Extra short ribs	35-45	9½ n
Regular plates	6-8	7½
Clear plates	4-6	6½
Jowl butts	5½	5½
Green square jowls	6½	6½
Green rough jowls	5½	5½

LARD.

Prime steam, cash	6.70
Prime steam, loose	6.10
Refined, boxed, N. Y.—Export	unquoted
Neutral, in tierces	7.87½
Raw leaf	6.12½



FUTURE PRICES.

SATURDAY, JUNE 30, 1934.

Open. High. Low. Close.

LARD—

July 6.52½ 6.62½ 6.52½ 6.62½ b

Sept. 6.85 6.90 6.85 6.90

Oct. 6.97½ 7.02½ 6.97½ ax

Nov. 7.12½ 7.22½ ax

Dec. 7.20 7.25 7.20

Jan. 7.30 7.30

CLEAR BELLIES—

July 9.45b

Sept. 9.60b

.....

MONDAY, JULY 2, 1934.

LARD—

July 6.62½ 6.62½ 6.60 6.60 ax

Sept. 6.92½ 6.92½ 6.80 6.82½ b

Oct. 7.05 7.05 6.92½ b

Nov. 7.12½ 7.12½ 7.07½ ax

Dec. 7.22½ 7.22½ 7.17½ 7.17½ ax

Jan. 7.37½ 7.37½ 7.27½ ax

CLEAR BELLIES—

July 9.45n

Sept. 9.60n

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TUESDAY, JULY 3, 1934.

LARD—

July 6.57½ 6.62½ 6.57½ 6.62½ b

Sept. 6.82½-85 6.90 6.82½ 6.90 ax

Oct. 6.97½ 7.00 7.00

Nov. 7.07½ n

Dec. 7.25 7.25 7.22½ b

Jan. 7.32½ n

CLEAR BELLIES—

July 9.52½ 9.62½ 9.62½ b

Sept. 9.62½ 9.67½ 9.67½ ax

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended	Cor. week,	
Prime native steers—	July 3, 1934.	1933.	
400-600	12 1/2 @ 13	11 1/2 @ 12	
600-800	12 @ 12 1/2	11 @ 12	
800-1000	13 @ 14 1/4	9 1/4 @ 9 1/2	
Good native steers—			
400-600	10 1/2 @ 11 1/2	9 @ 9 1/2	
600-800	11 @ 11 1/2	9 @ 9 1/2	
800-1000	12 @ 12 1/2	8 1/2 @ 8 1/2	
Medium steers—			
400-600	10 @ 10 1/2	9 @ 9 1/2	
600-800	10 1/2 @ 11	8 1/2 @ 8 1/2	
800-1000	12 @ 12 1/2	8 @ 8	
Heifers, good, 400-600	10 1/2 @ 11 1/2	9 @ 11	
Cows, 400-600	6 1/2 @ 8	6 @ 6 1/2	
Hind quarters, choice	6 @ 16 1/2	5 @ 16	
Fore quarters, choice	@ 10 1/2	@ 8	

Beef Cuts.

Steer loins, prime	unquoted	@ 22
Steer loins, No. 1	@ 32	@ 20
Steer loins, No. 2	@ 30	@ 19
Steer short loins, prime	unquoted	@ 28
Steer short loins, No. 1	@ 44	@ 26
Steer short loins, No. 2	@ 41	@ 25
Steer loin ends (hips)	@ 20	@ 15
Steer loin ends, No. 2	@ 19	@ 14
Cow loins	@ 18	@ 13
Cow short loins	@ 20	@ 14
Cow loin ends (hips)	@ 12	@ 12
Steer ribs, prime	unquoted	@ 20
Steer ribs, No. 1	@ 19	@ 14
Steer ribs, No. 2	@ 12	@ 12
Cow ribs, No. 2	@ 11	@ 7
Cow ribs, No. 3	@ 10	@ 6 1/2
Steer rounds, prime	unquoted	@ 10
Steer rounds, No. 1	@ 13 1/2	@ 10
Steer rounds, No. 2	unquoted	@ 6 1/2
Steer chuck, prime	@ 10	@ 6
Steer chuck, No. 1	@ 9 1/2	@ 5 1/2
Steer chuck, No. 2	@ 9 1/2	@ 9 1/2
Cow rounds	@ 6 1/2	@ 6 1/2
Cow chuck	@ 6 1/2	@ 5 1/2
Steer plates	@ 6	@ 3 1/2
Medium plates	@ 6	@ 11
Briskets, No. 1	@ 10	@ 2 1/2
Steer navel ends	@ 5	@ 3
Cow navel ends	@ 3	@ 2
Fore shanks	@ 4	@ 4
Hind shanks	@ 4	@ 4
Strip loins, No. 1, bns.	@ 65	@ 40
Strip loins, No. 2	@ 62	@ 35
Sirloin butts	@ 22	@ 20
Sirloin butts, No. 2	@ 18	@ 17
Beef tenderloins, No. 1	@ 60	@ 55
Beef tenderloins, No. 2	@ 50	@ 50
Rump butts	@ 18	@ 15
Flank steaks	@ 18	@ 14
Shoulder chops	@ 8 1/2	@ 8 1/2
Hanging tenderloins	@ 6	@ 5 1/2
Insides, green, 6 @ 8 lbs.	@ 10 1/2	@ 9
Outsides, green, 5 @ 6 lbs.	@ 8 1/2	@ 9
Knuckles, green, 5 @ 6 lbs.	@ 8 1/2	@ 9

Beef Products.

Brains (per lb.)	@ 5
Hearts	@ 5
Tongues	@ 19
Sweetbreads	@ 19
Ox-tail, per lb.	@ 5
Fresh tripe, plain	@ 4
Fresh tripe, H. C.	@ 8
Livers	@ 13
Kidneys, per lb.	@ 8

Veal.

Choice carcass	9 @ 10
Good carcass	7 @ 8
Good saddles	10 @ 13
Good racks	6 @ 8
Medium racks	4 @ 5

Veal Products.

Brains, each	@ 7
Sweetbreads	@ 35
Calf livers	@ 35

Lamb.

Choice lambs	@ 18
Medium lambs	@ 15
Choice saddles	@ 20
Medium saddles	@ 18
Choice fore	@ 16
Medium fore	@ 14
Lamb fries, per lb.	@ 25
Lamb tongues, per lb.	@ 12
Lamb kidneys, per lb.	@ 25

Mutton.

Heavy sheep	@ 4
Light sheep	@ 7
Heavy saddles	@ 5
Light saddles	@ 9
Heavy fore	@ 3
Light fore	@ 6
Mutton legs	@ 10
Mutton loins	@ 8
Mutton steaks	@ 4
Sheep tongues, per lb.	@ 12
Sheep heads, each	@ 10

Fresh Pork, Etc.

Pork loins, 8 @ 10 lbs. av.	@ 14 1/2
Picnic shoulders	@ 10
Skinned shoulders	@ 11 1/2
Tenderloins	@ 23
Spare ribs	@ 6
Back fat	@ 3
Bacon butts	@ 13
Boneless butts, cellar trim,	2 1/4
Hocks	@ 18
Tails	@ 6 1/2
Neck bones	@ 5
Slip bones	@ 5
Made bones	@ 7
Pigs' feet	2 1/2
Kidneys, per lb.	@ 4
Livers	@ 8
Brains	@ 6 1/2
Ears	@ 4
Snouts	@ 5
Heads	@ 4

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	\$5.25
Small tins, 2 to crate.....	5.75
Large tins, 1 to crate.....	7.00
Frankfurt style sausage in sheep casings—	6.25
Small tins, 2 to crate.....	6.75
Large tins, 1 to crate.....	7.50
Smoked link sausage in hog casings—	6.25
Small tins, 2 to crate.....	6.75
Large tins, 1 to crate.....	7.50

DRY SALT MEATS.

Clear bellies, 18 @ 20 lbs.	@ 10
Clear bellies, 14 @ 16 lbs.	@ 10 1/2
Rib bellies, 25 @ 30 lbs.	9 1/2
Fat backs, 10 @ 12 lbs.	7 1/2
Fat backs, 14 @ 16 lbs.	7 1/2
Regular plates.....	5 1/2
Butts.....	5 1/2

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14 @ 16 lbs.	18 @ 19
Fancy skd. hams, 14 @ 16 lbs.	19 1/2 @ 20
Standard reg. hams, 14 @ 16 lbs.	17 @ 18
Picnics, 4 @ 8 lbs., short shank.	11 1/2 @ 12
Picnics, 4 @ 8 lbs., long shank.	10 1/2 @ 11
Fancy bacon, 6 @ 8 lbs.	19 1/2 @ 20
Standard bacon, 6 @ 8 lbs.	16 1/2 @ 17 1/2
No. 1 beef ham sets, smoked—	
Insidies, 8 @ 12 lbs.	22 1/2
Outsides, 5 @ 12 lbs.	22
Knuckles, 5 @ 9 lbs.	22
Cooked hams, choice, skin on, fatted.	31
Cooked hams, choice, skinless, fatted.	32
Cooked picnics, skin on, fatted.	22 1/2
Cooked picnics, skinned, fatted.	23
Cooked loin roll, smoked	30

BARRELED PORK AND BEEF.

Mess pork, regular.....	@ 22.50
Family back pork, 24 to 34 pieces.....	@ 22.50
Family back pork, 35 to 45 pieces.....	@ 19.00
Clear back pork, 40 to 50 pieces.....	@ 23.00
Clear plate pork, 25 to 35 pieces.....	@ 17.00
Brisket pork.....	@ 16.50
Bean pork.....	@ 14.50
Plate beef.....	@ 12.00
Extra plate beef, 200 lb. bbls.....	@ 13.00

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00
Honey comb tripe, 200-lb. bbl.	16.00
Pocket honeycomb tripe, 200-lb. bbl.	19.00
Pork feet, 200-lb. bbl.	15.50
Pork tongues, 200-lb. bbl.	33.00
Lamb tongues, short cut, 200 lb. bbl.	40.00

OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.	@ 9 1/2
Nut, 1-lb. cartons, f.o.b. Chicago.	9 1/2
Pastry, 60-lb. tubs, f.o.b. Chicago.	10
Prime steam, cash, Bd. Trade.....	@ 80.70
Prime steam, loose, Bd. Trade.....	61.10
Refined lard, tierces, f.o.b. Chicago.	8
Kettle rendered, tierces, f.o.b. Chgo.	8 1/4
Leaf lard, tierces, f.o.b. Chgo.	8 1/2
Neutral, in tierces, f.o.b. Chicago.	8
Compound, in vegetable, tierces, c.a.f.	7 1/2

OLEO OIL AND STEARINE.

Extra oleo oil.....	@ 6
Prime No. 2 oleo oil.....	5 1/2 @ 5 1/2
Prime oleo stearine, edible.....	5 1/2 @ 5 1/2
Edible tallow, under 1% acid, 45 titre.....	4 1/4
Prime packers' tallow.....	3 1/2 @ 4
No. 1 tallow, 10% f.f.a.	3 1/2 @ 3
No. 2 tallow, 40% f.f.a.	3 1/2 @ 3
Cloce white grease.....	3 1/2 @ 4
A-White grease.....	3 1/2 @ 3
B-White grease, maximum 5% acid.....	3 1/2 @ 3
Yellow grease, 10@15%.....	3 1/2 @ 3
Brown grease, 40% f.f.a.	3 1/2 @ 3

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, prompt.....	4 1/4 @ 5
White, deodorized, in bbls., f.o.b. Chgo.	4 1/4 @ 6
Yellow, deodorized.....	4 1/2 @ 7
Soap stock, 50% f.f.a., f.o.b.	4 1/2 @ 14
Corn oil, in tanks, f.o.b. mills.....	5 3/4 @ 5 1/2
Soya bean oil, f.o.b. mills.....	5 3/4 @ 2 1/2
Cocoanut oil, seller's tanks, f.o.b. coast.....	6 @ 5 1/2
Refined in bbls., f.o.b. Chicago.....	6 @ 5 1/2

RETAIL SECTION

Customers Want New Names for Different Meat Cuts

"**N**EW names for different cuts of meat are what the public wants," declares Wm. Nelson, proprietor of Nelson Brothers, located at 13 E. Chicago St., Elgin, Ill.

"And that is what they are going to get in my shop hereafter," he added. "I have had ample proof that it pays to offer my customers all the different cuts of meat, some of which they have never heard of or seen before."

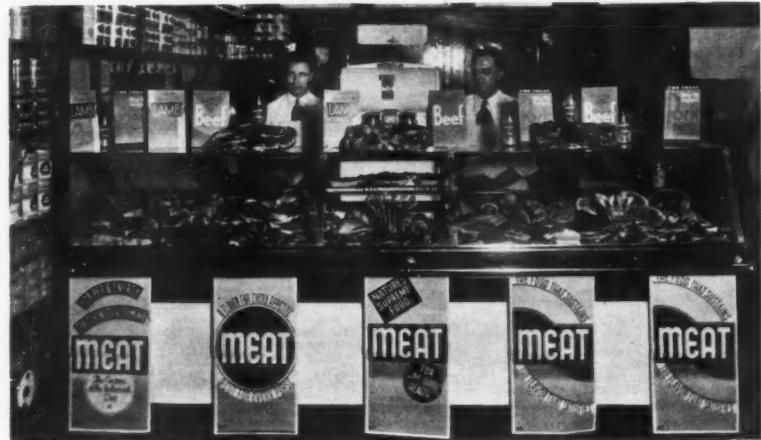
Some time ago Mr. Nelson attended a demonstration of meat cutting which was held by the National Live Stock and Meat Board. After he reached home he began to think about what the lecturer had said. He realized that perhaps he had gotten in a rut in selling meat, and had become so accustomed to offering the same cuts to the same people that he was passing up a lot of good opportunities to sell more and different cuts.

Housewife Wants Something New.

The lecturer had said that the public needs new names for different cuts of meat. When the housewife is preparing her menu, she feels that she wants something new, and even if it is part of a standard cut, if it has a new name, it helps to put her dinner over when the guests comment and compliment her upon the meat and ask what cut it was.

After thinking all these things over, Mr. Nelson talked to a few market men the following morning. They thought the idea sounded good but that it might not be practical. Out of 101 cuts of meat they thought there would be at least 75 per cent of them that he would not be able to move.

"But," said Mr. Nelson, "I decided that not to try would be standing still, and in order to do business during these times a person has to be on their toes



DISPLAY OF 101 MEAT CUTS INCREASES BUSINESS.

This display proved a splendid merchandising idea and has brought about a steady increase in business by introducing to the public many delicious cuts of meat which they had never heard of or seen before.

and figure out something new." So he went ahead and planned for his exhibit of 101 cuts.

He ran an advertisement in the daily paper, and he talked to every meat salesman who came in to see him and told him of his intention. They all became enthusiastic and carried the word around that the public and the meat dealers in particular were invited to come in and see the cuts of meat.

Does the Selection of Meat Offer a Problem to You?

You are cordially invited to Nelson Brothers' Display of

101 MEATS

At Our Store All Day
Thursday and Friday

We believe this to be the first display of its kind ever made in Elgin and feel that it will be of inestimable value in giving the homemakers of this vicinity an insight into the really wide variety of choice that meat offers. We believe that in this display we show practically every cut of meat that the market affords. Don't miss it—stop by on your way to or from the cooking school.

NELSON BROTHERS
Quality Groceries and Meats
13 E. Chicago St. Phone Elgin 1706

SELLING MEAT TO THE PUBLIC.

This advertisement appeared in the Elgin daily papers just prior to the day when the demonstration of 101 cuts of meat was on display at the market.

The demonstration was on display for two days, and the store remained open until 9:30 in the evening on both days. Several of Mr. Nelson's large competitors called and asked him to take the trouble to go into detail on these cuts with the managers of their meat departments.

Competitors Interested.

He found the public greatly interested, and one of the principal topics of conversation at clubs and bridge parties for some time was the 101 cuts of meat on display at Nelson Brothers. The most frequent question asked was, "How is it ever possible to get 101 different cuts of meat?"

The most successful part of the demonstration was that Mr. Nelson found it easily possible to sell every one of the various cuts, for by 9:30 on the morning following the demonstration he did not have a single cut left. He was only sorry that he could not keep his display longer, as a great many people stopped in to see it long after the last piece of meat had been sold.

He says his sales have shown a steady increase ever since the demonstration and his customers are asking for all the new cuts.

He is more than enthusiastic over the merchandising value of such a demonstration, as he finds it both practical and a money-maker for the retail merchant.

Did you know that water is one of the greatest enemies of fresh meat? Read chapter 5 of "PORK PACKING," The National Provisioner's latest book, and have your men read it.

Meat Dealers Ask Separate Code

REPRESENTATIVES of retail meat dealers of the country appeared before officials of the NRA at Washington on July 2 and gave reasons why they believe a separate code should be granted for this industry. The National Association of Retail Grocers has indicated that provisions of the retail food code are broad enough to cover the meat trade.

Among those present on behalf of the meat retailers were Wm. B. Margerum of Philadelphia, president, John A. Kotal of Chicago, secretary, and Walter Kay, chairman of the board of the National Association of Retail Meat Dealers. Both Mr. Kotal and Mr. Kay testified. Charles W. Kaiser, secretary of the central branch of the Chicago association, filed a brief, as did E. G. Shinner of Chicago, independent chain meat retailer, and others.

The hearing lasted all day and until after midnight. Many arguments were presented predominantly in favor of a separate code. Objection was presented to the meat retailers' abiding by the general retail food code because they have not equal representation in the code. Meat retailers want full autonomy in administering their code.

It was proposed by the code authority that a board of directors be elected for administering the retail meat code, composed of one member each from the food and grocery chain store association, the kosher butchers, meat, poultry and game purveyors, Institute of American Meat Packers and the National Association of Retail Grocers, in conjunction with meat retailer representatives.

Arguments and briefs in connection with this code may be filed up to July 12.

CLEVER CREDIT PLAN.

A retailer in Wilmington, Calif., has perfected a plan whereby a merchant may grant credit and at the same time be protected against credit losses. The applicant for credit agrees to pay two dollars semi-monthly until a \$50 bond which he purchases has been paid off. When the account is closed the retailer returns the amount of money paid in, minus any unpaid bills, if such exist. Interest at 4 per cent is also given. Accounts are payable every two weeks under the plan, and no credit is given the same day the application is filled out. As yet, this retailer reports, no one has refused to sign the bond, and housewives are even enthusiastic about it.

NEWS OF THE RETAILERS.

American meat market located at the corner of Eighth and Franklin sts., Michigan City, Ind., has been purchased

by Vincent, Andrew and Ben Koziatek, formerly associated with Tittle Brothers market in Michigan City and with the American market.

Tauber meat market of Neenah, Wis., owned by Mrs. William Tauber, has been completely modernized.

The P. W. Benner meat market, Fontana, Wis., was completely destroyed by fire recently.

A new meat market will soon be opened in Dumont, Ia., by Fred Borne and Arthur Anderson.

Jens Martinson has opened a new market in Rothsay, Minn.

S. Jambor will open a meat market at 869 Selby ave., St. Paul, Minn.

Three new meat markets have opened recently in Milwaukee, Wis.: At 5729 W. North ave., by Ambrose Wagner; at 3895 N. Pt. Washington road by Frank Nickel; at 832 E. Center st., by H. Horwitz.

Retail Meat Prices

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats, in mostly cash and carry stores.

Compiled by the U. S. Bureau of Agricultural Economics. Prices are based on simple average of quotations received.

NEW YORK. CHICAGO.

	June 15, 1934.	June 15, 1933.	June 15, 1932.	June 15, 1931.	June 15, 1930.
Beef:					
Porterhouse steak	.41	.36	.41	.34	.32
Sirloin steak	.35	.31	.36	.29	.26
Round steak	.32	.30	.34	.25	.23
Rib roast, 1st 6 ribs	.25	.24	.27	.21	.20
Chuck roast	.18	.16	.18	.15	.14
Plate beef	.9	.8	.10	.9	.10
Lamb:					
Legs	.26	.22	.24	.25	.20
Loin chops	.46	.39	.38	.32	.33
Rib chops	.36	.30	.34	.27	.31
Stewing	.11	.9	.10	.13	.11
Pork:					
Chops, center cuts	.25	.22	.23	.24	.21
Bacon, strips	.26	.22	.24	.24	.20
Bacon, sliced	.29	.26	.29	.24	.24
Hams, whole	.22	.18	.20	.20	.16
Picnics, smoked	.13	.12	.12	.14	.10
Lard	.12	.11	.10	.10	.6
Veal:					
Cutlets	.37	.36	.41	.29	.33
Loin chops	.29	.28	.31	.24	.23
Rib chops	.24	.24	.27	.21	.20
Stewing (breast)	.12	.10	.13	.9	.10

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on July 5, 1934:

FRESH BEEF:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (1) (300-500 LBS.):				
Choice	\$10.50@11.50		\$12.00@12.50	
Good	9.50@10.50		10.50@12.00	
Medium	8.00@ 9.50		8.50@10.50	
Common	7.00@ 8.00		7.50@ 8.00	
STEERS (500-600 LBS.):				
Choice	11.00@12.00		12.50@13.00	12.00@13.00
Good	10.00@11.00		10.50@12.50	10.50@12.00
Medium	8.50@10.00		8.50@10.50	9.00@10.50
Common	7.00@ 8.80		7.50@ 8.50	7.00@ 9.00
STEERS (600-700 LBS.):				
Choice	11.50@12.50		12.50@13.50	12.00@13.00
Good	10.50@11.50		11.00@13.00	10.50@12.00
Medium	9.00@10.50	9.00@11.50	9.00@11.00	9.00@10.50
STEERS (700 LBS. UP):				
Choice	12.00@13.00	13.00@14.00	13.00@14.00	12.00@13.00
Good	11.00@12.00	11.50@13.00	11.50@13.00	10.50@12.00
COWS:				
Good	7.50@ 9.00	9.00@ 9.50	9.50@10.50	
Medium	6.50@ 7.50	8.00@ 9.00	8.00@ 9.50	7.00@ 8.00
Common	5.50@ 6.50	7.00@ 8.00	6.50@ 7.50	6.00@ 7.00
FRESH VEAL AND CALF CARCASSES:				
VEAL (2):				
Choice	8.50@ 9.50	9.00@10.00	9.00@11.00	9.00@10.00
Good	7.00@ 8.50	8.00@ 9.00	7.00@ 9.00	8.00@ 9.00
Medium	6.00@ 7.00	6.50@ 8.00	6.00@ 7.00	7.00@ 8.00
Common	5.00@ 6.00	6.00@ 6.50	5.50@ 6.00	5.00@ 7.00
CALF (2) (3):				
Good			6.50@ 8.00	
Medium			5.50@ 6.50	
Common			5.00@ 5.50	
FRESH LAMB AND MUTTON:				
LAMB (38 LBS. DOWN):				
Choice	16.00@18.00	17.00@18.00	16.50@18.00	16.00@17.00
Good	14.50@16.00	16.00@17.00	15.50@16.50	15.00@16.00
Medium	12.00@15.00	13.50@16.00	13.00@15.00	13.00@15.00
Common	9.50@12.00	11.50@13.50	11.00@13.00	10.00@12.00
LAMB (39-45 LBS.):				
Choice	16.00@18.00	17.00@18.00	16.00@17.50	16.00@17.00
Good	14.50@16.00	16.00@17.00	15.50@16.50	15.00@16.00
Medium	11.50@15.00	13.50@16.00	13.00@15.00	13.00@15.00
Common	9.00@12.00	11.00@13.00	11.00@13.00	10.00@12.00
LAMB (46-55 LBS.):				
Choice			16.00@17.00	16.00@17.00
Good			15.50@16.50	15.00@16.00
Medium			13.00@15.00	13.00@15.00
Common			11.00@13.00	10.00@12.00
MUTTON (EWE) (70 LBS. DOWN):				
Good	6.50@ 7.50		8.50@ 9.50	
Medium	5.50@ 6.50		7.00@ 8.50	
Common	4.50@ 5.50		6.00@ 7.00	
FRESH PORK CUTS:				
LOINS:				
8-10 lbs. av.	13.50@14.50	14.50@15.50	13.00@15.00	13.00@15.00
10-12 lbs. av.	13.50@14.50	14.50@15.50	13.00@15.00	13.00@15.00
12-15 lbs. av.	12.00@13.00	13.50@14.50	12.00@14.00	12.00@13.50
16-22 lbs. av.	11.00@12.00	12.00@13.50	11.00@13.00	11.00@12.50
SHOULDERS, N.Y. STYLE, SKINNED:				
8-12 lbs. av.	10.00@11.00		10.00@11.50	10.00@11.50
PICNICS:				
6-8 lbs. av.		10.50@11.50		
(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago.				
(3) Includes sides at Boston and Philadelphia.				

A N I M - PRESS- IVE example Equipment Around World

N in which this "Buffalo" self-emptying silent cutter has been on the market 66 machines have been sold to progressive firms, who have not only expressed their satisfaction with its operation, but who report that its installation has given them a handsome profit on their investment.

Among the firms in whose sausage plants this machine is now operating are Armour & Company (7 plants), Cudahy Packing Company (2 plants), Frank & Company, Fuhrman & Forster Co., Hygrade Food Products Corp. (2 plants), Richter Food Products, Inc. (2 machines), Rath Packing Co., Stahl-Meyer, Inc. (2 machines), Wilson & Company (3 plants), and many others.

"In the many years that we have been advertising in THE NATIONAL PROVISIONER," says Richard C. Smith, president of John E. Smith's Sons Company, "we have proof that any number of orders for our machinery have been received as a direct result of our ads. The recent order received from Stockholm, Sweden, however, was particularly gratifying, because it not only showed that this well-known firm had confidence in the type of advertiser using the pages of THE NATIONAL PROVISIONER, but also that they felt no hesitancy in placing an order in spite of the fact that they had never seen the machine, and knew of its performance only through having seen it pictured and explained in the pages of THE NATIONAL PROVISIONER."

Apparently impressed by both the statements of what this machine will do in producing a better product and saving money for its users, and the list of prominent names of American sausage manufacturers who had placed orders for it—as recounted in their advertisements—the Norrmalms Livsmedelsaktiebolag of Stockholm, Sweden, cabled the Smith Company for prices. These were immediately sent, and shortly thereafter an order for one of these new self-emptying silent cutters was received by cable.

Following the installation of the equipment, another Swedish packer saw it in the plant of Norrmalms Livsmedelsaktiebolag, and as a result of its performance also purchased one of these cutters.

Within the short space of time

in which this "Buffalo" self-emptying silent

The third week's special was luncheon meat (two loaves). The sales increase was 450 per cent over the general weekly volume average.

Total Sales Boosted 20 Per Cent.

Total sausage sales increase credited to the campaign was 20 per cent.

In commenting on these results president Theodore Weil says:

"These results of percentage of increase are by no means true of only these three specials. They are typical of the results secured by the campaign to date.

"Customer good will and product distribution have been increased, and repeat business is good.

"I do not wish to convey by this statement, however, that we are meeting with what might be considered 100 per cent success, or that we are doing all of the sausage business in our territory. There are still many accounts to be opened, and some of the new accounts are buying the specials only. There is plenty of room for expansion, and we are well aware of this fact.

"Our personal opinion is that we are on the right track. We are firmly convinced that sausage sales can be increased—if it is good sausage, and if the products are properly advertised and well merchandised."

How other manufacturers of sausage have increased profitable volume in the face of price competition will be told in future issues of THE NATIONAL PROVISIONER.

NEW YORK NEWS NOTES.

Walter R. Whiteman, New York district auditor, Swift & Company, retired on June 30 after having been connected with the company for 46 years.

Visitors to Wilson & Co., New York, during the past week included L. Barenstein, engineering department, and J. Jacobs, cattle buyer, both from the company's main office in Chicago.

Kingan Provision Company, New York, had as visitors from the company's main plant in Indianapolis: J. E. Miller, credit department; E. J. McVey, canned meat department, and J. J. Kintner, produce department.

Visitors to New York from Armour and Company, Chicago, during the past week included P. L. Reed, vice president and treasurer; F. A. Benson, vice president; F. A. Becker, assistant treasurer, and H. F. Scheideman, refinery department.

INCREASING SAUSAGE PROFITS.

(Continued from page 15.)

to the point where they can make a fair profit on sausage. Sales resistance has been reduced.

2—New accounts which the company never had been able to sell previously have been opened.

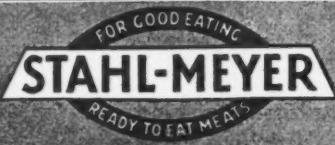
3—Repeat business is highly satisfactory, indicating that quality of products pleases consumers.

4—Profitable volume has been increased.

How Specials Worked Out.

The first week's special was on bockwurst. Volume increased 330 per cent over the average sales of previous weeks.

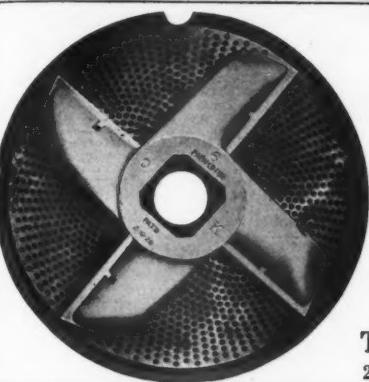
The second week's special was frankfurts. Sales increased 145 per cent over the previous general weekly average volume.



STAHL-MEYER, INC.

NEW YORK, N.Y.

READY-TO-EAT MEATS · FERRIS HICKORY SMOKED HAM AND BACON



C-D
TRADE MARK

Meat Grinder Plates
and
O-K
TRADE MARK

The Most Serviceable and Economical in Existence

An impartial test of 30,000 pounds of meat a day for two years and still in first-class condition—proves their superiority. Used exclusively by all

large packers and over 75% of the leading sausage manufacturers in the country. There's a reason! Send for further information and price list.

THE SPECIALTY MANUFACTURERS SALES CO.
2021 Grace Street Chas. W. Dieckmann, Phone: LAKeview 4325 Chicago, Illinois



NEW SYSTEM Rotary Oven

Burns Any Gas

Produces Best Quality Loaves and Roasts at Lowest Fuel Cost.

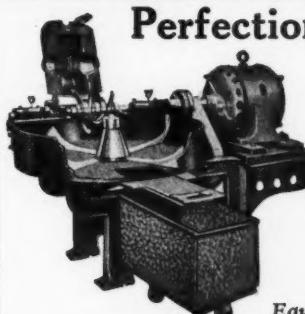
Made in Six Sizes

36 loaves or 24 roasts
60 loaves or 48 roasts
90 loaves or 72 roasts

PRICES
\$300 Small
\$325 Medium
\$450 Large
F.O.B. Factory

Brand Bros., Inc.
410 E. 49th St., New York City

Names of users and complete details on request.



Perfection Meat Cutter Cuts Costs

Reduces power costs 50%, cuts labor 50%, depreciation 100%! Pays for itself by economies effected. Operates on entirely NEW principle that improves product, cuts costs. Write for complete description today!

Equipment for Sausage Makers

R. T. RANDALL & COMPANY
331 N. Second St.
Philadelphia, Penna.

I. C. Co.
SHURSTITCH
Sewed
CASINGS

Importers

SAUSAGE CASINGS

Exporters

New York London Hamburg

INDEPENDENT CASING COMPANY
1335 West Forty-Seventh Street, Chicago, Illinois

For Better
Curing Results

use

NEVERFAIL!

NEVERFAIL never fails to give complete satisfaction. It gives superior results in every instance and insures high quality. It gives superior flavor because it is a *spiced* cure and gives inimitable goodness to cured meats. NEVERFAIL is the answer to all curing problems. Its uniformity in use and unvarying results will build sales and increase profits. *Use it for greater sales!*

Also Manufacturers of the famous H. J. Mayer sausage seasonings

Beware of products bearing similar name—only H. J. Mayer makes the genuine H. J. Mayer products listed.

H. J. MAYER & SONS CO.

6819-27 S. Ashland Ave.
Chicago, Ill.



Canadian Office
Windsor, Ont.

The Man Who Knows



The Man You Know

NEW YORK MARKET PRICES

LIVE CATTLE.

Fed steers	\$ 6.85@ 7.00
Cows, common to medium	3.25@ 4.25
Bulls, common to medium	3.00@ 4.00

LIVE CALVES.

Vealers, good and choice	\$ 5.75@ 7.00
Vealers, medium	4.50@ 5.50
Vealers, cull and common	3.00@ 4.00

LIVE LAMBS.

Lambs, good and choice	\$ 8.75@ 9.25
Lambs, medium	7.50@ 8.00
Ewes	2.50@ 3.00

LIVE HOGS.

Hogs, 186 lb.....	\$ 5.25
Hogs, 320 lb.....	4.80
Pigs, 85-110 lb., medium	3.00@ 3.50

DRESSED HOGS.

Hogs, 90-140 lb., good to choice.....	\$10.25@10.50
---------------------------------------	---------------

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy.....	13 1/4@14%
Choice, native, light	13 @14
Native, common to fair.....	12 @12 1/2

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	13 @13 1/2
Native choice yearlings, 440@600 lbs.....	13 @14
Good to choice heifers.....	11 @12
Good to choice cows.....	9 @10
Common to fair cows.....	7 @8
Fresh bologna bulls.....	6 1/2@ 7 1/2

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	16 @18	19 @21
No. 2 ribs.....	15 @17	17 @18
No. 3 ribs.....	12 @14	15 @16
No. 1 loins.....	23 @27	25 @28
No. 2 loins.....	20 @23	20 @23
No. 3 loins.....	16 @18	16 @18
No. 1 hinds and ribs.....	17 @19	18 @19
No. 2 hinds and ribs.....	15 @17	15 @17 1/2
No. 1 rounds.....	12 @13	13 @14
No. 2 rounds.....	11 @12	12 @12
No. 3 rounds.....	9 @11	11 @11
No. 2 chucks.....	10 @11	11 @11
No. 3 chucks.....	8 @10	9 @10
Bologna.....	6 1/2@ 7 1/2	7 @8
Holls, reg. 6@8 lbs. avg.....	22 @23	
Holls, reg. 4@6 lbs. avg.....	17 @18	
Tenderloins, 4@6 lbs. avg.....	50 @60	
Tenderloins, 5@6 lbs. avg.....	50 @60	
Shoulder clods	11 @12	

DRESSED VEAL.

Good	8 @10
Medium	7 @8
Common	5 @6

DRESSED SHEEP AND LAMBS.

Lambs, prime to choice	18 @19
Lambs, good	16 @17
Lambs, medium	13 @14
Sheep, good	7 @8
Sheep, medium	4 @5

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. 14 1/2@15	
Pork tenderloins, fresh.....	23 @26
Pork tenderloins, frozen.....	22 @23
Shoulders, Western, 10@12 lbs. avg.....	11 1/2@12
Butts, boneless, Western.....	14 @15
Butts, regular, Western.....	13 @14
Hams, Western, fresh, 10@12 lbs. avg.....	14 @15
Plenics hams, Western, fresh, 6@8 lbs. average	10 @11
Pork trimmings, extra lean	14 @15
Pork trimmings, regular 50% lean	8 @8 1/2
Spareribs	7 @8

SMOKED MEATS.

Hams, 8@12 lbs. avg.....	19 @20
Hams, 10@12 lbs. avg.....	19 @20
Hams, 12@14 lbs. avg.....	19 @20
Plenics, 4@6 lbs. avg.....	12 1/2@13 1/2
Plenics, 6@8 lbs. avg.....	12 1/2@13 1/2
City pickled bellies, 8@12 lbs. avg.....	15 @17
Bacon, boneless, Western.....	20 @21
Bacon, boneless, city.....	18 @20
Rillettes, 8@10 lbs. avg.....	15 @17
Beef tongue, light.....	22 @25
Beef tongue, heavy.....	24 @26

FANCY MEATS.

Fresh steer tongues, untrimmed.....	15c a pound
Fresh steer tongues, l. c. trm'd.....	30c a pound
Sweetbreads, beef	60c a pair
Sweetbreads, veal	8c a pound
Beef kidneys	10c each
Mutton kidneys	25c a pound
Livers, beef	20c a pound
Oxtails	10c a pair
Beef hanging tenders	20c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ 75c per cwt.
Breast fat	@ 1.00 per cwt.
Edible suet	@ 1.50 per cwt.
Inedible suet	@ 1.25 per cwt.

GREEN CALFSKINS.

5-9 9 1/2-12 1/2 12 1/4-14 18-18 up	
Prime No. 1 veals	1.40 1.50 1.55 1.80
Prime No. 2 veals .....	.97 1.25 1.35 1.40 1.55
Buttermilk No. 1	1.15 1.25 1.30
Buttermilk No. 2	1.05 1.15 1.20
Branded grubby .....	.04 .75 .85 .90 1.00
Number 3 .....	.04 .75 .85 .90 1.00

BUTTER.

Creamery, extras (92 score)	@ 24%
Creamery, firsts (91 score)	@ 24%
Centralized (90 score) .....	.24 @ 24%

EGGS.

(Mixed Colors.)

Special packs or henry selections	17 1/4@21
Standards	16 1/4@17
Firsts	15 1/4@15 1/2

LIVE POULTRY.

Fowls, colored, via express	16 @17
Lephorns, Rocks	@ 24
Broilers, Rocks	@ 24

DRESSED POULTRY.

FRESH KILLED.

Western, 60 to 65 lbs. to dozen, lb.	15 @18
Western, 48 to 54 lbs. to dozen, lb.	13 @16 1/2
Western, 43 to 47 lbs. to dozen, lb.	12 @15 1/2
Western, 36 to 42 lbs. to dozen, lb.	11 @14
Western, 30 to 35 lbs. to dozen, lb.	11 @14
Chickens, fresh:	
Nearby	21 @27
Western	17 @25
Chickens-frozen-12 to box-	
Western, 60 to 65 lbs. to dozen, lb.	21 @26
Western, 48 to 54 lbs. to dozen, lb.	19 @24 1/2
Western, 43 to 47 lbs. to dozen, lb.	18 @23 1/2
Western, 36 to 42 lbs. to dozen, lb.	17 @23
Western, 30 to 35 lbs. to dozen, lb.	16 @22
Ducks—	
Spring, L. I., per lb.	14 1/2@15
Squabs—	
Graded, per lb.	20 @23
Turkeys, frozen:	
Young toms	17 @27
Young hens	17 @22

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended June 28, 1934:

June 22	23	25	26	27	28
Chicago	24 1/4	24	24 3/4	24 3/4	24 3/4
N. Y.	25	25	25 1/2	24 1/2	24 1/2
Boston	26	26	25 1/2	25 1/2	25 1/2
Phila.	26	26	25 1/2	25 1/2	25 1/2
San Fran.	23 1/4	23 1/4	23	23	23

Wholesale prices carlots—fresh centralized butter—90 score at Chicago:

24 1/4	24 1/4	24	23 3/4	23 1/4	23 1/4
24 1/4	24 1/4	24	23 3/4	23 1/4	23 1/4
24 1/4	24 1/4	24	23 3/4	23 1/4	23 1/4
24 1/4	24 1/4	24	23 3/4	23 1/4	23 1/4
24 1/4	24 1/4	24	23 3/4	23 1/4	23 1/4

Receipts of butter by cities (tubs):

This week.	Last week.	Last year.	Since Jan. 1, 1933.
In June 28.	Out June 28.	On hand June 29.	last year.
Chicago	39,981	14,630,493	24,976,874
N. Y.	166,946	104,971	10,501,772
Boston	69,849	17,351	2,342,067
Phila.	19,443	22,508	646,318
Total	169,795	104,874	171,425
	4,665,418	5,045,797	

Cold storage movement (lbs.):

In June 28.	Out June 28.	Same week day
Chicago	39,981	14,630,493
N. Y.	166,946	104,971
Boston	69,849	17,351
Phila.	19,443	22,508
Total	563,745	247,023

23,729,083 44,401,865

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammonium.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports:

July	@\$23.00
Aug.	25.00
Sept.	26.30
Oct.	27.00
Nov.	27.50

Dec.	25.50

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Excellent for Meat Seasonings
Perfect for Salad Dressings

Use the PURE JUICE

It is more desirable

We Produce Onion Juice Also

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We Originate—Others Imitate



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HAM — SHEEP — PIGS — CUTS
CALVES—FRANKS—Etc.

E.S.HALSTED & CO., Inc.

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Joseph Wahlman,
(Formerly with Armour & Company)

Makers of Quality Bags Since 1876

Calf Bag

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PAPRIKA

Insure high quality, preserve
bright color and add flavor
to sausage with SUNFIRST

Your Spice House can supply SUNFIRST



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The WEPSICO Line of steel equipment for the packing plant is complete. It includes curing tanks, belly boxes and all types of trucks. In addition, WEPSICO is in a position to furnish steel equipment built to your specifications, at prices that compare favorably with quantity production prices.

The WEPSICO organization is ready to serve you in exact accord with your requirements. Think of WEPSICO when you need equipment!

PANS

WEPSICO specializes in
the production of all kinds
of packing plant pans,
perforated or plain. Send
your drawing for prices.



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Advertisements on this page, \$2.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

A-1 Sausagemaker

Position wanted by A-1 sausagemaker and all-around packinghouse man. Can produce any kind of sausage at lowest cost; also meat loaf, boiled and baked hams and specialties. Not afraid of work. Guarantee results. W-625. The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Sales Manager

Available now, young aggressive salesman. Outstanding record for 15 years in plants and branch houses, and can route sales with one of country's leaders. Highly successful in contacting chains and large buyers. Will go anywhere. W-622. The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker

Young German with many years' practical experience manufacturing high-quality domestic and summer sausage and specialty loaves desires permanent position with medium-sized plant. Can handle men and operate department at profit. Best references. W-621. The National Provisioner, 407 S. Dearborn St., Chicago.

Superintendent

Position wanted as superintendent of sausage and curing departments. Have had 20 years' experience and am capable of taking full charge and assuming all responsibility. W-610. The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Now available, expert sausagemaker, German, who desires permanent position with large packer as foreman. Wide practical experience manufacturing all kinds high-quality sausage, specialty loaves, and delicatessen. Can handle men and department to advantage and operate at profit. Good references. W-608. The National Provisioner, 407 S. Dearborn St., Chicago.

Do You Plan to Make Dog Food?

If so, you need the right advice to keep out of trouble. Expert with practical experience can establish formulas and methods and start production for you. W-620. THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Sausage Foreman

Sausage expert with knowledge of all products, including specialties, is available. Knows costs and can make quality product from any materials. Experienced in latest cures and methods; or will come for a short time to straighten out any difficulties. W-612. The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Men Wanted

Cattle Butcher

Wanted, reliable, all-around cattle butcher, good splitter. Work in the East. References required, also age and wages expected. W-623, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Packinghouse Superintendent

Wanted, superintendent thoroughly versed in all departments, fully able to handle men, who understands yields and costs. Give full details of experience. W-614, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Sausage Foreman

Manufacturer of meat specialties wants first-class all-around sausage foreman thoroughly experienced, who will take real interest in building up business. Must know how to make new products and overcome many sausage kitchen difficulties, especially those prevalent in warmer months. W-617. The National Provisioner, 407 S. Dearborn St., Chicago.

Pork and Beef Butcher

Wanted, pork and beef butcher with knowledge of cutting hogs and curing pork products. Position in small, complete plant available August 15 to Sept. 1. Write Weis Packing Co., Maysville, Ky.

Side Line for Salesmen

Calling on sausage manufacturers. There is good money in handling a different and better sausage cereal as a side line. Made by nationally known manufacturer whose sales are in other markets. Good business has been developed entirely by mail. Leads furnished. Tell us what lines you carry, territory you want, and commission you expect. All will be kept confidential. References will be required at interview. W-619, The National Provisioner, 300 Madison Ave., New York City.

RESULTS COUNT!

"My 2 ads brought me all the work I could possibly do and many inquiries." This is only one of many such letters THE NATIONAL PROVISIONER receives regularly. Let our "Adlets" help you, also.

Business Opportunities

Business Need Outside Help?

If obligations are hindering your progress and there is also need for additional operating capital, there is help to be had on thoroughly business-like, low-cost basis by men experienced in financial readjustments. Interviews involve no obligation and are strictly confidential. W-613. The National Provisioner, 407 S. Dearborn St., Chicago.

Meat and Sausage Factory

A real buy! Wholesale meat and sausage factory in large beach city, Southern California. Has been successfully operated and shows profit for every year in business. Cost \$28,000 to install and equip eight years ago. For further details write The Kashfinder System, Box 1000, Wichita, Kans.

Equipment for Sale

Packinghouse Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

Rendering Equipment

For sale, 10 Rotary Steam Tube Dryers, 6'x30' long, each with 37-4" tubes. Complete Hydrogenated Oil Plant. Send for circulars listing Grinders, Melters, Lard Rolls, Filter Presses, Cookers, Cutters, Meat Mixers, Hammer Mills, Disintegrators, Kettles, etc. What idle machinery have you for sale?

CONSOLIDATED PRODUCTS CO., INC.
14-19 Park Row, New York City.

Sausage Machinery for Sale

No. 43 "Buffalo" silent cutter with motor No. 27 "Buffalo" silent cutter with motor 700-pound "Buffalo" mixer
500-pound "Buffalo" mixer
200-gallon steam-jacketed kettle

Thoroughly overhauled, perfect condition. FS-624. The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Equipment Wanted

Tankage Dryer

Wanted to buy Bartlett & Snow tankage dryer. Must be in first-class condition and of late model. W-615, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Arbogast & Bastian Company

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WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

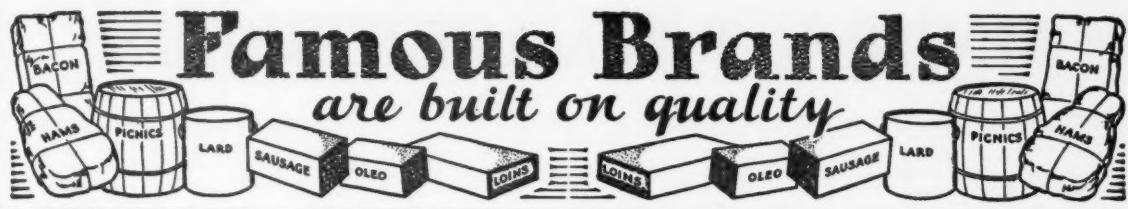
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Strategically Located

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Spiced Ham

Pork Beef Veal

Luncheon Meat

Lamb Sausage Specialties

Hygrade Food Products Corporation

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Bacon
Lard
Delicatessen

EASTER BRAND

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The Danahy Packing Co.

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QUALITY Pork Products That SATISFY

foods of Unmatched Quality

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HAMS—BACON

LARD—SAUSAGE

SOUTHERN ROSE SHORTENING

The Wm. Schluderberg-T. J. Kurde Co.
Meat Packers
Baltimore, Md.



ALBANY PACKING CO., INC.
ALBANY, N.Y.



**Liberty
Bell Brand**

Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

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*Slaughterers of Cattle, Hogs,
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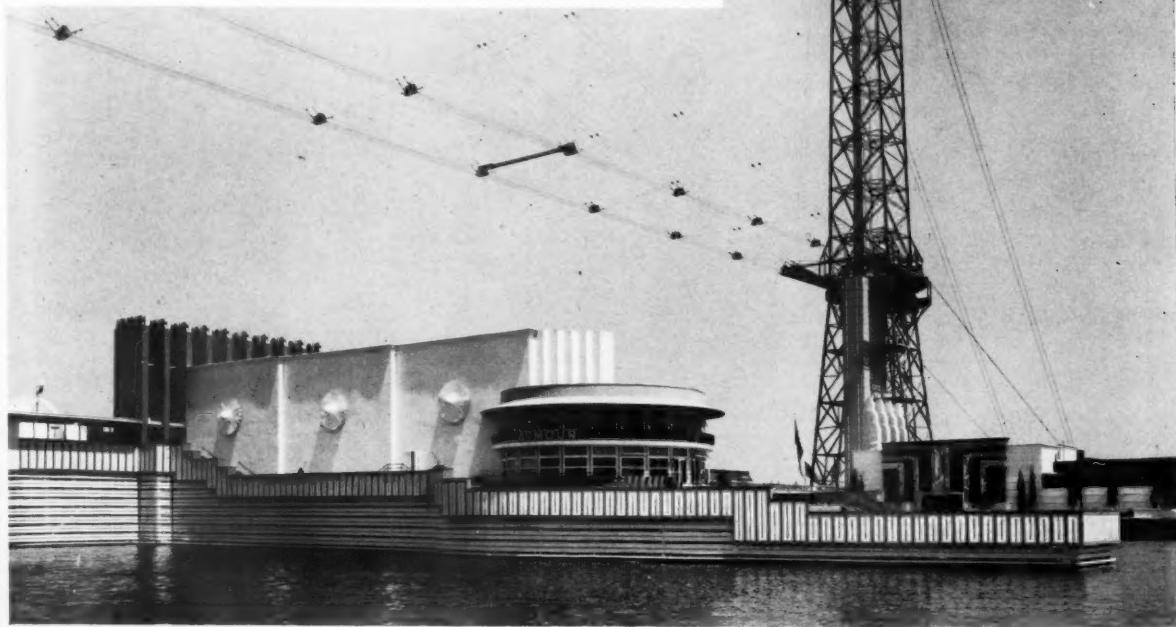
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ANCO

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The ANCO No. 570 Dried Beef Slicer operating in this exhibit demonstrates the superiority and efficiency of ANCO equipment.

This machine is operating daily, slicing thousands of even, uniform slices of bright red dried beef, 72 slices to the inch. The Armour staff of red headed girls weigh and pack the meat along a glistening Stainless Steel Conveyor of special design, manufactured by ANCO.

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It is a pleasure for this red headed Miss to operate the big ANCO Slicer. Its simplicity and easy operation assure efficiency and improved product appearance.

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Swift & Company

Industrial Soap Dept.

PRIDE WASHING POWDE

E